

# **DISTRIBUTION AND WAREHOUSING**

**The Business Paper of the Warehouse Industry**

Vol. 24, No. 10

243-249 West 39th St., New York, N. Y.

October, 1925

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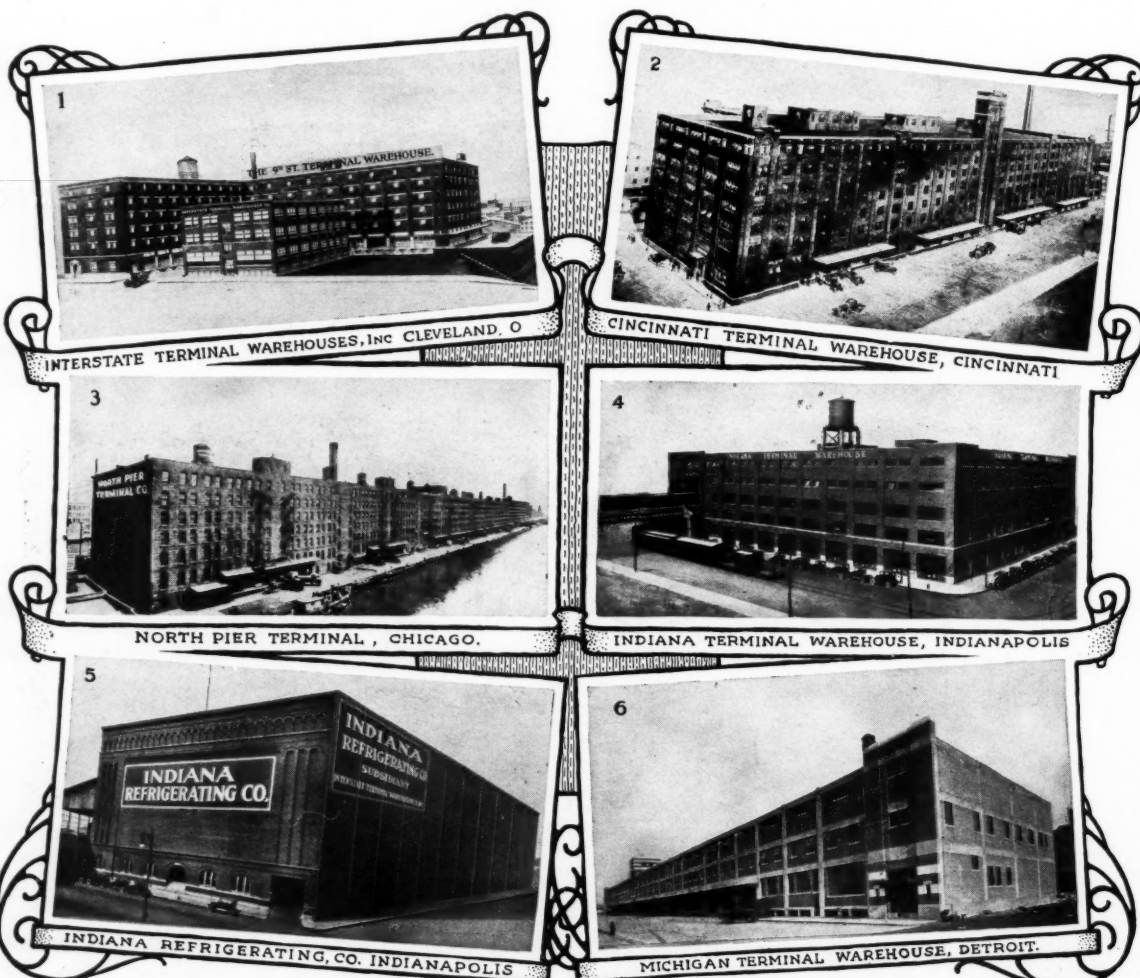


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The Business Paper of the Warehouse Industry

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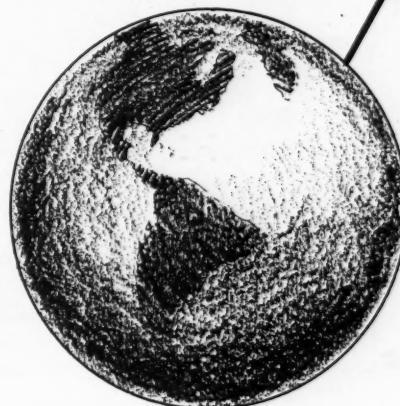
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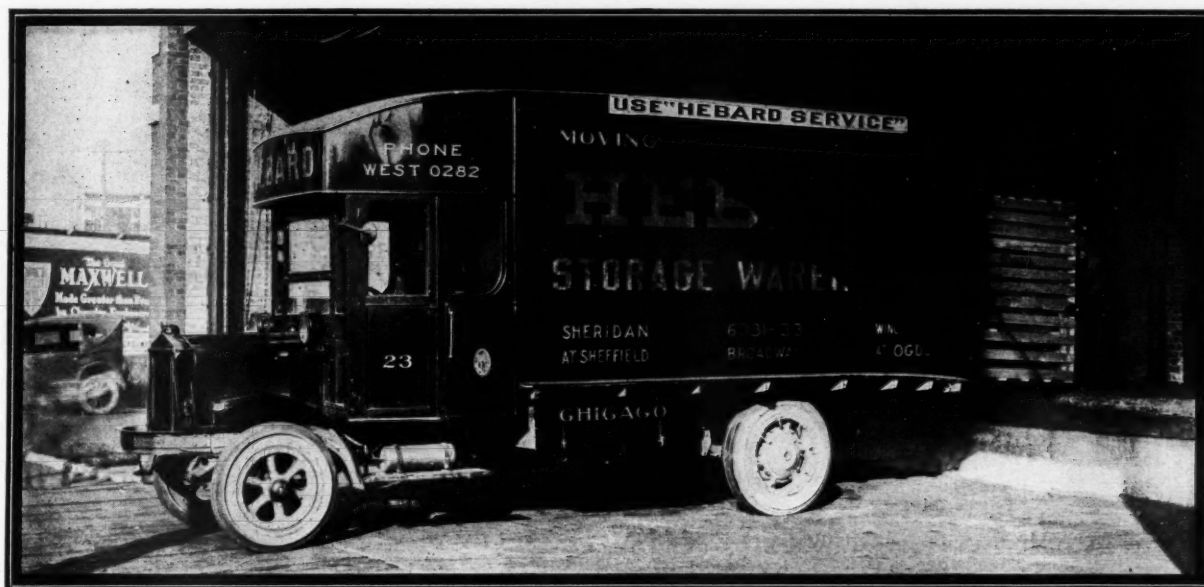
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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



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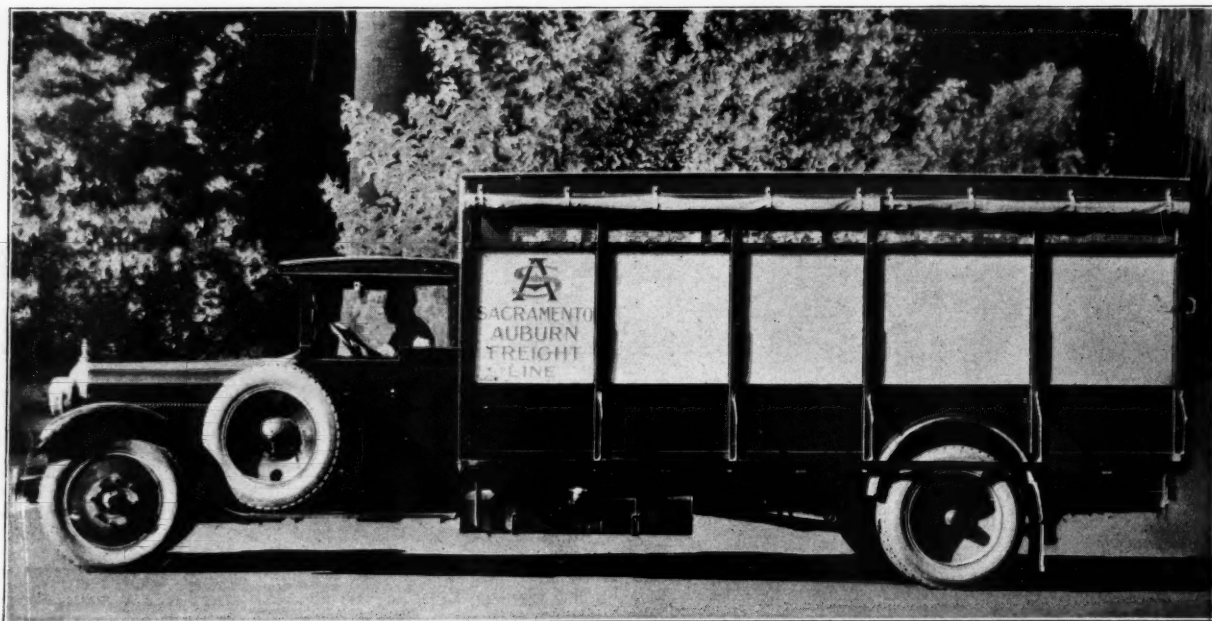
The dependable performance of White Trucks in the service of the Hebard Storage Warehouses is typical of the work Whites are doing for more than 400 moving and warehouse companies.

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# **DISTRIBUTION AND WAREHOUSING**



**The Business Paper of the Warehouse Industry**

Volume 24

NEW YORK, OCTOBER, 1925

No. 10

## **Public Warehousing and Economic Distribution**

### ***Number 7***

#### **How Stocks in Public Warehouses Have Saved Shippers' Markets**

*By* H. A. HARING

**A**BOUT the year 1890 the Ohio factory of one of the leading implement makers was reduced to ashes on a windy, stormy night. It was the only plant of the company, whose product was distributed from Ohio to the Rockies, with sales agencies in seven or eight states. By the time the buildings could be rebuilt, summer was over, and with the passing of summer passed also the season for farm implements (harvesting machinery). Following the custom of manufacturing thirty years ago, operations were not begun for a month or two, and thus nearly a year elapsed before production was again under way.

During that year the sales agencies had melted away. The men had nothing to sell, the managers nothing to do. Seven or eight agencies, at distant points, had to be reorganized; the new salesmen had to learn their territories as well as their wares; they

met new sales resistance because competing makes of implements had made headway in the interval. The manufacturer himself relates that the company was three years reorganizing its agencies, thus disrupted by the factory fire. "We never regained the prestige we had had," he said.

All that happened at just about the time our implement warehousing industry was springing up, but before the manufacturer in question had become a public warehouse patron.

Factory fires, in those days, meant double loss. The plant was destroyed. Often, too, the company's grip on its trade was undermined before the plant was again ready to fill orders.

In April, 1913, came the unprecedented high waters over much of the country. At Dayton, the whole Miami Valley was inundated in one of the catastrophes of history. Conspicuous among Day-

## Public Warehousing and Economic Distribution

ton's industries is the famous cash register factory, which was itself put out of business for weeks, even months. Its president, using all its resources, for the time gave no heed to reconstruction of the plant. Everything was centered on succoring and relieving those whose all had been swept down the valley in an afternoon and a night.

"We gave hardly a thought," confessed the manager of this plant, "to our business. It was useless to do anything for the factory until our people had

living quarters and something to eat. As for our product, that wasn't anything to worry about. The hundreds of agencies could go right on pushing the goods; and with all the stocks we had up and down the United States, the worst that could happen would be a little expense for unusual express charges."

That last sentence pictures what public warehousing does to save markets. The public warehouse holds goods, apart from any factory's disaster, and quickly comes to the rescue.

NOT twenty miles from Dayton, that same April week, stood another factory of which mention is pertinent. Its product was sheet steel—corrugated sheets and similar steel. At the time, its yards and sheds were piled high with finished goods—most of the winter's output being in stock for spring delivery. The morning after the flood the entire property was under water and when in due time the waters subsided much of the property was found to have gone down stream. With the buildings had gone part of the stored goods, and what was left was never marketed as first grade merchandise.

That factory never recovered. Currently it was reported that the Dayton flood wiped the company out.

It did, but it need not have done so complete a job.

Had the manufactured goods been lodged in some sort of public storage at other points, as today would be done, so much at least of the assets would have been liquidated. An officer of the ruined company, several years later, remarked:

"The value of that steel, even two-thirds of it, would have weathered us through. But with the mill gone, and six or seven months' product gone, we had nothing left but to go under."

### *Warehousing Saves the Day*

TWO or three years ago a well-known stove and furnace maker in the Mississippi Valley had a disastrous fire. Promptly to all his trade connections he mailed a circular the wording of which was shortly used as copy for his advertisements in trade papers:

"Fire greatly damaged and partly destroyed our foundry on February 16. It is our expectation that full production will be resumed by June 1.

"In the meantime, our reserve stocks in warehouse storage at four cities will be ample to fill all ordinary orders.

### How Public Warehousing Has Saved the Shippers'

THIS is the seventh of a series of articles which Mr. Haring is writing for *Distribution and Warehousing* under the general title "Public Warehousing and Economic Distribution."

In the accompanying text the author cites specific instances of how utilization, by the shipper, of the public warehouse system of distribution has saved the day for the traffic and sales departments in time of stress—fires, floods, etc.—at the factory.

These stocks were not involved in the fire.

"Orders should be directed to the factory as usual. Shipments will be made from warehouse stocks, with adjustment of transportation charges to the usual basis.

"Our ability to make good stoves and furnaces will thereafter be greater than before."

In May or June, 1923, a maker of anhydrous ammonia lost his plant. This chemical product is used in artificial ice-making. All makers follow the practice of storing at commercial centers for quick delivery to all refrigerating plants in the territory. With summer close at hand, the high tide of annual business seemed doomed for that year. Such was, in fact, the belief of the sales manager, but within two days he had come to a different conclusion. Of the incident he relates:

"Our fire was not important enough to get in The Associated Press reports. I proposed to our president that we lie low, because we had stocked all our usual public warehouses to the roof, and we could be making ammonia again in six weeks or so.

"The only thing we did was confidentially to tell our sales force of what had happened and caution them against letting anyone get wind of it. We never lost a bit of business. Our stored ammonia saw us through."

Within the past two months, more than two years after the event, this same man said "I believe no one ever got onto what happened."

In March or April of the present year came a great slump in sales of radio sets. It was far more than the usual seasonal quiet of that business. One of the less-known makers was in a quandary what to do—whether to shut down his factory and lose his skilled workmen, to cut prices as others were slashing, or to make up sets and stock them until autumn activity.

The decision came rather unexpectedly when he consulted his banker. The banker recommended manufacturing ahead, in the belief that prices in the fall would swing up from the slashing of the spring and early summer—

"But," he made as a condition, "you'll have to put them into a good warehouse to protect our loans."

That was done. The radio maker had little alternative, because he was a borrower.

The last week of August this radio factory was burned—almost a total wreck. The trade may or it may not know what has happened. I doubt that the news is generally known. Two dealers at least, with whom I have talked during September, had received this concern's radio sets from warehouse stock, and neither of them had the least suspicion that the factory is not in existence. One of them was unpacking a consignment of forty sets in Houston on Sept. 8, delivered out of a Houston warehouse that day. The other, in a smaller Texas city, a few days later was found putting into

(Continued on page 10)

# For Traffic and Sales Managers

## A Series of Articles

By H. A. Haring

### *On the Economies to Be Derived by Distributing Commodities Through Public Warehouses*

**B**EGINNING with the April issue, *Distribution and Warehousing* commenced publication of a series of articles, written from the national shipper's viewpoint on some phase of the commercial warehouse system of routing goods from factory to retailer and consumer.

This new series will continue during the coming months and will give traffic and sales managers information on public warehousing that has never before been assembled in any publication.

The first article, in the April number, pointed out Savings in Cartage Costs As Made Possible by Judicious Selection of Warehouses.

The second article, in the May issue, told "How Staggering of Stocks by Shippers Will Cut Down Cost of Taxation."

The third article, in the June number, pointed out "How Warehousing the Goods promotes Continuous Factory Operation."

The fourth article, in the July issue, discussed "Public Warehousing as a Safeguard Against Moral Risks."

The fifth article, in the August number, considered "Advertising Warehoused Stocks so as to Increase Sales and Develop Business Now Being Missed."

The sixth article, in the September issue, told about "Financing the Factory Through Custodian Warehousing."

The seventh article, beginning on page 7 of this October number, explains "How Warehouses Have Saved Markets."

In following issues, although not necessarily in the order as here set down, will appear articles which may be summarized as follows:

8. How Public Warehousing of Goods Costs Less Than Private Branch Storerooms.

9. The Savings From Low Insurance Rates of Public Warehouses.

10. Illustrations of How Spot Stocks in Public Warehouses Can Save a Market.

11. Examples of Financing the Factory Through Warehoused Stocks, Especially Where

the Factory Has Failed to Get At Home All the Bank Aid It Needs.

12. How Spot Stocks in Public Warehouses Help Sales Distribution, Cut Down Sales Expense, Increase Mobility of Goods, Increase Sales, Etc.

13. Examples of Where Public Warehousing Costs Less Than Private—Based on Experiences of Distributors.

### *The Author:*

H. A. Haring has for two years been investigating all phases of public warehousing and has interviewed hundreds of traffic and sales representatives of national distributors and many public storage executives. He is recognized as an authority on the subjects of series which he is writing for *Distribution and Warehousing*.

Mr. Haring's articles will be a comprehensive "Outline of Distribution With Relation to Public Warehousing."

*A subscription—price \$2—to Distribution and Warehousing, commencing with the April, 1925, issue will bring you the 1926 Warehouse Directory, to be published as part of the January, 1926, issue.*



# Public Warehousing and Economic Distribution

(Continued from page 8)

stock a consignment that also had been in warehouse.

## Manufacturers Are Learning

FROM April to June, 1919, much of the country was paralyzed by the so-called "outlaw railroad strikes." Railroad traffic came to a standstill. The president of a steel mill in the Mahoning Valley was quoted at the time as stating: "This railroad tie-up has been worse than anything that happened during the war. Our mills were prisoners." They had thousands of tons of steel ready to ship, with scores of contracts which carried penalties for non-delivery (probably, however, with the usual "causes beyond our control" clause). Well might the company aver: "We had an awful time."

The lesson, however, became indelible. It brought change of policy. When the trouble had disappeared, another official of the same mill said:

"Never again! We've been carrying stocks only at Youngstown and Chicago. That's not enough, not by half. We'll accumulate a six-months' supply at several other places, or I'll know why."

They did. Today that company stores at seven centers in addition to the two named.

When public warehousing began, in the dim past, the only purpose was to preserve perishables from the months of plenty until the months of want. To save the surplus was the only motive.

Under modern conditions of distribution, however, this original purpose has been supplanted by another: the method of marketing goods.

Surpluses are saved, as at first, but with manufactured goods in particular it is the imperious demand for quick delivery of goods that leads to warehousing except at the factory.

The use of negotiable warehouse receipts as collateral, the benefits of divided risk for the goods, and all other benefits, were incidental. It is a question whether commercial warehousing would have developed for any of these incidental ends. They were too much secondary in nature.

But as we do have commercial warehousing, it is a certainty that these incidental features influence patrons in adopting a warehouse policy. Talks with warehouse users arouse a sus-

picion that the distributed risk, or the security from moral hazards, or the desire to protect the market in time of disaster, and other reasons—that all these are a sort of clinching argument to bring some official to the dotted line.

"Thank God!" was the relieved exclamation of one sales manager as he came out of the president's office,

## How Mr. Haring's Articles Are Building Business

WHAT public storage executives think of Mr. Haring's series of articles is illustrated by letters which *Distribution and Warehousing* has received asking for reprints for distribution among potential customers.

Reprints of the Haring articles are available and a number of the leading warehouse companies in the country are using them regularly to build business. For particulars, address Andrew K. Murray, Business Manager.

Here is a typical letter—from the Fidelity Storage & Transfer Co., St. Paul, C. C. Stetson, president:

"The writer has just read the Haring article in the September issue on 'Financing the Factory Through Custodian Warehousing' and desires to congratulate your journal on this exceedingly interesting and convincing article. It is valuable to the merchandise warehouseman and well worthy of being printed separately as a pamphlet 'Reprinted from *Distribution and Warehousing*' for use with the warehouseman's banks and customers. If this has already been printed in pamphlet form in any way we would like to make immediate use of it."

"Now we've another sheet to the wind."

The president had just given authorization for two more warehouse connections.

"I had to fight for it," he said, "but I talked about fires the way those sprinkler-installation fellows do. . . .

"Out in the works they begin to go slack the minute they see goods piling up in the warerooms. What we have in storage at other places doesn't mean a thing to them.

"Yes, I know—the inventory shows

it all up. Yet the production department doesn't see our warehouse stocks two or three times a week. They don't know that the goods are being warehoused. They think they're sold but not delivered. But I've twice gone through fires with this concern and I know what it is to fight competition for six months while they're rebuilding the factory, and me with nothing to hand the trade but excuses.

"Now we'll have a reserve stock at two more places. That makes twelve. With two to three car loads at each and one rolling to each, I have something to fall back on when the fire department is called."

## Everybody's Doing It

WITH cotton mills the greatest hazard of the business is fire in the cotton warehouse. Cotton in the bale is highly inflammable. The vicious custom of slashing the bale to obtain samples opens up on each bale two vulnerable spots for a spark to lodge. A flash fire results which will spread from bale to bale with unbelievable rapidity.

American mills which use cotton buy their year's supply in the months from September to December, although their consumption is fairly even throughout the year. The manager of a Greenville, S. C., mill (one of the largest in Piedmont) had been telling that its year's requirements had been bought before the jump in price. "We're sitting pretty," he said, "with thirty-cent cotton threatened and with ours all in hand till next crop."

When, however, he was showing the cotton warehouse, it was not half-filled. To the inevitable question, he replied "It's too dangerous."

He then went on to explain that their warehouse was built with view to storing the year's supply but that they soon quit it. Newer mills do not even build warehouses of such capacity. Instead, they store cotton in public cotton warehouses all the way from Savannah to Houston. Thus is scattered the risk. The mill can not be put out of business by a warehouse fire!

When the first southern cotton mills were built, twenty to twenty-five years ago, cotton warehouses in the South rated low for integrity and they rated fully as low for fire protection.

Today enough high grade public

## Public Warehousing and Economic Distribution

warehouses have become available as to alter manufacturers' methods. The cotton, distributed over the cotton belt, is safer than were it with the factory itself. The risk of a risky commodity is spread, by public warehousing, at different places. The freight is the same, whether shipped in September or when needed. It is accordingly ordered forward as needed for spinning.

In March of a year three or four winters ago an automobile body-making plant had a fire, originating in the lacquering department. As a group of friends were looking over the smoking debris an officer surprised them by saying:

"It's luck, just freak luck, that we're not ruined."

The meaning of his words was not clear, especially as to the strangers' eyes the ruin looked complete.

"Oh, that's not what I meant," continued the other. "The plant's gone. It's a terrible loss, right at the peak of our season. The luck's this: we gave over our storeroom buildings this winter for additional factory space. We needed more room but hadn't time to build. The only place we could get

### Taxation of Shippers' Stocks in Warehouses

TRAFFIC and sales managers will find of interest the report of a recent meeting of the Minnesota Warehousemen's Association as published in the "With the Associations" department in this issue of *Distribution and Warehousing*.

Therein will be found a detailed account of the present status of the situation involving assessments, in Minnesota cities, levied on manufacturers' goods passing through the public warehouses.

This is information well worth while for the national distributor to read.

space was to adapt the storerooms, and go outside for storage space. Then, as fast as we made up a carload over shipping orders, we shot it out to a public warehouse somewhere on the line to Detroit. Detroit was scant on warehouses and so we stored along the route.

"We have thousands of bodies safe. The luck is that we didn't have them stored here. It's freak luck because we didn't plan it—necessity pinned it on us."

A cabinet maker in New Jersey had a partial fire loss. Within a few days he was approached by a realtor who proposed the purchase of three adjoining properties for the erection of larger storages. For several days this agent had worked to assemble these properties—proud of his cleverness in getting the options and duly elated over a prospective profit.

"Not a bit of it, young man," was the reply, firm and prompt. "This concern is through with risking all on one throw. Fires are getting too common in this neighborhood.

"We can't afford the lumber yard risk and we can't sidestep the manufacturing hazard; but as for the goods—they are going out where they belong! They're going into warehouses built for warehousing and run by someone who makes that his business. A cabinet factory is no place to store cabinets."

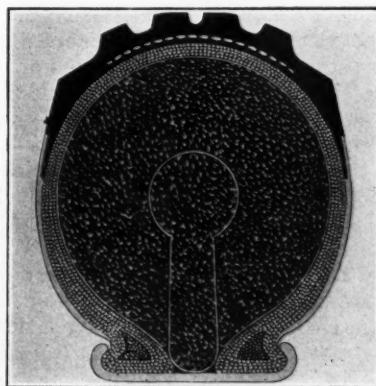
## Goodrich Company Acquires the "Rubber Ace"— a Substitute for Air in Pneumatic Casings

THE purchase of all patent and manufacturing rights to the "Rubber Ace" by the B. F. Goodrich Rubber Co. is considered by many in the rubber industry as an extremely significant step. The "Rubber Ace" is a specially designed tire filler substituting for the inner tube inflated with air.

The acceptance of the air substitute idea by Goodrich is the first break from the ranks of the standard manufacturers on their position that there would never be an acceptable substitute for air in pneumatic casings. Goodrich may be qualifying its stand by recommending its new acquisition for commercial cars, but even this recommendation does not lessen the importance of their move in acquiring the patent and manufacturing rights to this product.

The Goodrich company reports that an investigation of the "Rubber Ace" covering every engineering angle revealed so much of a practical value in the idea that they feel very optimistic over its future.

Ever since pneumatic inner tubes



The "Rubber Ace"

have been used there have been numerous futile attempts to invent something to continue the pneumatic principle but avoid the attendant difficulties that will always be imminent with air filled casings. Five years ago a Chicago engi-

neer worked out a principle of injecting air into rubber and compressing the cured mixture into a casing form. Goodrich engineers followed the development of the invention and studied the results of its application to automobile tires.

The idea successfully carried through the experimental stages and even today there are many of those original tire fillers giving practical service. Investigation of the market possibilities by Goodrich sales executives revealed a definite need in the commercial car field. The "Rubber Ace," as it was named by the inventor, provides a resilient effect almost identical to that provided by the high pressure pneumatic when operated at its recommended pressure.

The inner tire actually contains 47 per cent air compressed in millions of tiny cells. The process for compressing the air into the compound was one of the main features of the patent rights bought by Goodrich. This process may no doubt be applicable to the manufacture of other products of rubber.

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It's the Sworn-to Listing That  
Is Starred—and

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It's the Starred Listing That  
Gets the Business!

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## Plan to Star Directory Listings Will Assure Correctness of Information

### *Affidavit System Is Designed to Inspire Shippers' Confidence and Eliminate Unfair Competition*

By KENT B. STILES

**W**HEN Calvin Coolidge, President of the United States, made out his income tax report covering the year 1924 he went before a notary public and swore to its correctness. William Howard Taft, Chief Justice of the United States Supreme Court, did the same thing, as did William G. Dawes, Vice-President; Herbert Hoover, Secretary of Commerce; the Governors of the forty-eight States; and a long list of other noted men in public life whose personal integrity is unquestioned.

When the United States Government requested President Coolidge and Chief Justice Taft and the others to swear that their income tax reports were correct, did it imply that those men were dishonest? Did the Government believe that any one of them would have given false information regarding his last year's earnings?

It did not—if an answer is at all necessary.

It asked of these men that they swear to their returns just as it asked that of every citizen in private life—treating all alike, men and women both.

By doing that, the Government was not imputing dishonesty against any individual specifically. It was

making an intelligent effort to minimize incorrectness and falseness.

President Coolidge and Chief Justice Taft's feelings were not hurt because they were asked to swear they had told the truth. They knew they were honest personally—that the information in their returns was correct—and they cheerfully said, under oath before notaries public, that such was so.

In precisely the same spirit, the warehouse executive who would have his company's listing **starred** in the 1926 Warehouse Directory is asked to go before a notary public and swear to the correctness of the data he sets down in the Information Sheet sent to him as a necessary basis for the listing.

When *Distribution and Warehousing* sends to the warehouseman an Information Sheet it does not imply that the warehouseman is dishonest. The warehouseman knows that *all* his fellow storage executives *also* are receiving Information Sheets. Every company in the storage industry is treated the same. *Distribution and Warehousing* is impartial.

Your corner grocer is asked by the Government, just as are Mr. Coolidge and Mr. Taft, to swear to



the truthfulness of their income tax reports. The Government is impartial.

### Three Questions

**F**ORTUNATELY for warehousing, the men in the industry are, in the majority of instances, favorable to *Distribution and Warehousing's* new plan to present to the public, next year, a Warehouse Directory that contains information that is as nearly correct as it is humanly possible to make it.

The new plan was announced in the September issue of *Distribution and Warehousing*. Under it, the warehouseman is asked to swear before a notary public that the information he supplies for his 1926 Directory listing is correct. The sworn-to Information Sheet will be made the basis of a Directory listing that will be **starred**—thus: ★ When an Information Sheet is returned that has not been sworn to, the listing that is published will *not* be **starred**.

**I**T is fair, at this point to examine into *Distribution and Warehousing's* motive in requesting each storage executive to swear to the correctness of the information he supplies and in offering to star sworn-to listings.

In clarifying this motive it is pertinent to ask:

Does the shipping public want a Warehouse Directory that contains *only correct* information?

Does the public storage industry itself desire, for its own use and guidance, a Warehouse Directory that contains *only correct* information?

Is a Warehouse Directory that contains information that is incorrect or misleading of any value whatever to anybody?

### Here Are Some Reasons Why the Warehouseman Who Swears to the Correctness of His Directory Information Will Benefit His Business and His Industry

**I**N canon law, in the days of Rome, it was a maxim that the evidence of the notary public was worth that of two unskilled witnesses. Under the legal statutes of all nations it has long been held that the notarial act authenticates or certifies a document.

Information Sheets for the 1926 Warehouse Directory are being distributed throughout the industry at this time.

The warehouseman who swears before a notary public to the correctness of the information he sets down, before returning the sheet to *Distribution and Warehousing*, will by that act authenticate the document.

As explained elsewhere herewith, only those Directory listings will be starred that are properly sworn to.

The new starring system is designed to—

1. Minimize incorrectness of information published in the Directory.
2. Inspire confidence, on the part of the shippers, in the public warehouse industry.
3. Eliminate certain unfair competition within the industry itself.
4. Prevent non-operators of storage space from falsely claiming to be engaged in warehousing.
5. Present to Business America a year-round reference volume that is worthy of the industry it represents.

### Regarding the New "Star" System for the 1926 Warehouse Directory, E. B. Gould, President of the National Furniture Warehousemen's Association, Writes as Follows:

**"H**ONEST warehousemen throughout the country ought to be particularly pleased when they read the announcement of *Distribution and Warehousing* that the starred listings in the 1926 Directory will indicate that each and every warehouseman who has a star before his name will have sworn to the statement regarding his business.

"This idea of securing notaries' certificates is a very good one, and no doubt will settle the complaint made by a good many warehousemen throughout the country that the information given by some warehouses is not correct and that it discredits their own.

"The people who have to purchase our service will welcome the idea. It will give them confidence in the industry and there will not be a moment's hesitation in selecting one of the starred names should they wish to store or ship to any point in the United States.

"I sincerely hope that the idea works out satisfactorily and that it will mean the elimination of incorrect information in the magazine and in the advertising of irresponsible warehousemen.

"*Distribution and Warehousing* is to be complimented on the new idea."

The answers to these queries are so obvious that they do not need to be set down here.

But those answers explain the motive.

*Distribution and Warehousing* purposes to have its 1926 Warehouse Directory carry *only correct* information to the extent that it is possible for such correctness to be presented. No man engaged in warehousing will quarrel with that objective.

The **starred** listing will be an indication to every Directory consultant that the information is that listing is presumably correct—that the storage executive who furnished the information was willing—as Mr. Coolidge and Mr. Taft were willing to do when they filed income tax reports—to swear under oath before a notary public.

The plan of asking *all* warehousemen so to swear is designed to minimize incorrectness of information presented in the Directory.

### Warehousing's Own Responsibility

**W**AREHOUSEMEN have rightly pointed out to *Distribution and Warehousing* in the past that some of the information in earlier annual editions of the Warehouse Directory has not been correct, or was at least misleading. Yet, correct or incorrect, misleading or not, that information was furnished by the warehousemen themselves. Those who supplied, either purposely or carelessly, information that was *not* correct were not playing squarely on the level with their fellow storage executives, with the shipping public, or with *Distribution and Warehousing*, which gave them an opportunity to tell, without cost to themselves, the story of their service and facilities so that they might build up, each one, a more profitable business.

Warehousing is a public utility. By the men en-

## The "Star" Will Create Confidence Among Shippers

YOU, Mr. Warehouseman, want new business.

"New business" usually comes from someone who has never seen your plant and may not have ever met you. When we publish the annual Warehouse Directory issue of *Distribution and Warehousing* we do it to serve the thousands of shippers of merchandise and household goods who want the information to guide them in making their shipments.

It is of no concern to the shippers as to *how* misinformation may happen to appear in this important Directory issue. If information is wrong, *it's wrong*, and it stays wrong for one entire year! *We* can't change it and the *warehouseman* can't change it.

What the shipper wants is information he can rely on as being correct, and to the best of our ability we intend to have it correct.

Our request, therefore, that each warehouseman provide a notary public seal on the Information Sheet that he sends to us is only going to create a spirit of care in supplying us the information—a care that will be reflected clear through to the man who has the shipment to make.

Let us create among all shippers who may be strangers to you that spirit of confidence which is bound to go with all STARRED listings.

Andrew K. Murray,  
Business Manager,  
*Distribution and Warehousing.*

gaged in the business it is claimed to be that, and the Courts so recognize.

When *Distribution and Warehousing* publishes each year its Warehouse Directory devoted to the interests of that public utility, it is performing a public service. By reason of that very fact it owes a duty to the public. Part of that duty is an endeavor to have the Directory present correct information.

The warehouseman, engaged in public service as he is, who deliberately or unguardedly supplies incorrect information for distribution to the public he serves has little consideration for business ethics.

"Never to mislead with dishonest intent by inference or otherwise in public or private statements," says the code of ethics long ago adopted by the National Furniture Warehousemen's Association.

### Protection Against Unfair Competition

IT is not always "the little fellow" in warehousing who is guilty of furnishing misinformation for the Warehouse Directory—as competitors of some of the larger establishments have testified in statements to the publishers.

There is a certain storage executive—a leader in the industry—a man whose word is considered as good as his bond—whose opinions have been respected at all times—a man recognized as possessing vision as to the industry's future—who has included, in his Directory listings of the past, space which he owns but which long since has been leased outright for manufacturing purposes. In the information supplied for the Directory, whether he has deliberately or purposely misrepresented, he has given the impression to the shipping public through the Directory that that leased-out space is being operated for public storage purposes.

That executive's competitors in the same city—warehousemen who are after business from the same sources—have given Directory information that is truthful.

The executive who furnished the incorrect information has misused the opportunity presented to him

through the Directory to tell his service story to the shipping public. The competitors have kept faith—but by doing so, they point out, they have been losing business which the unfair executive's company has acquired by reason of his extravagant claims in the Directory.

To such conscientious competitors *Distribution and Warehousing* owes the duty of taking some step to make certain that the executive in question gives *exact* information for the 1926 Directory. He will give thought to what he sets down, when he swears before a notary public.

Does the fair-minded warehouseman *want* his competitor to give *true* information? If he does, it is fair to assume that he himself will be willing to swear that his own information is true. Such a system cannot but benefit his own business and that of the industry as a whole.

Incidentally it may be stated here that all warehouse companies which return *Distribution and Warehousing's* information sheets will be given listings in the 1926 Directory. Swearing to the correctness of information is optional with the company. If the Information Sheet is sworn to, the listing will be **starred**. If it is not, a listing will be published, but **not starred**. An explanation of the significance of the **star** will appear in the Directory, for the information of the shipping public.

### Affidavits Are Optional

WHEN a step is taken which its sponsors believe to be progressive, inevitably there are differences of opinion as to the value of the move. So it is with this plan to **star** sworn-to listings. The announcement of the idea as published in the September issue of *Distribution and Warehousing* was placed before several of the industry's recognized leaders and they were asked to give their endorsement on the ground that the **starring** system would be beneficial to warehousing.

George S. Lovejoy, Boston, who is president of the American Chain of Warehouses, does not

favor the plan. In his letter he writes in part:

"I cannot recommend a course of this kind as it is interfering with the rights of one conducting his own business, and I cannot see any way to make him do differently from what he wishes—that is, in the way of giving information. I am quite sure that some of the warehousemen would take exceptions to your request by refusing to give you any information whatever if they had to bother before going before a notary to prove the reliability of their statements.

"It seems to me that some of our warehouse companies might take offense at this request by saying 'There is the truth and we don't need to swear before a notary as to its correctness and you can take it or leave it just as you see fit.'"

As has been explained, it is optional with the warehouseman as to whether he cares to swear to the information he supplies. The executive who so cares to swear will find his company's listing **starred**. The executive who returns an Information Sheet that is not sworn to will find his company's listing published—but not **starred**. The company which fails to fill in and return the Information Sheet will not receive a detailed listing and there will be no **star**.

Several warehousemen have said to *Distribution and Warehousing* verbally that it was not fair to them to ask them to take the time, and bear the expense, to go before a notary public to swear. The answer to that is this:

During December of each year *Distribution and Warehousing* spends, for mechanical work alone, a minimum of \$15,000 in preparation of the Directory issued in January—and the sum does not take into account the money paid out in Directory promotion and propaganda literature during August, September, October and November.

When it is considered that the publishers expend that sum for the storage industry's benefit—with their business and editorial staffs working far into the evenings for weeks at a time—is it asking too much of the warehouseman to spend a half-hour of his time and 25 cents in money so that the information he compiles may be properly sworn to for presentation to the shipping public in a way that will benefit his own business?

#### Inspiring Confidence

IN complete accord with the plan to give stars to sworn-to listings only, is E. B. Gould, San Diego, Cal., president of the National Furniture Warehousemen's Association. Mr. Gould's letter to *Distribution and Warehousing*, in response to a request for an expression of his opinion, is published in "box" form elsewhere herewith. He offers a gem of wisdom in the paragraph where he says:

"The people who have to purchase our service will welcome the idea. It will give them confidence in the industry and there will not be a moment's hesitation in selecting one of the starred names should they wish to store or ship to any point in the United States."

That thought expresses, more ably than anything that has here been set down by the present writer, why the publishers of the Warehouse Directory are asking storage executives to swear to the correctness of the information they send in.

How a newcomer in the warehouse business regards the **starring** plan is illustrated by a letter—a communication volunteered—received from the McClintock Storage Warehouse Co., San Diego. This company was established in 1924. C. C. Hiatt, its operating manager, says:

"The writer has read with considerable interest your article on starred listings in the 1926 directory, appearing in your September issue. We are heartily in accord with your ideas in this matter and you may rest assured that we will cooperate with you to the fullest extent."

#### The Shipper Will Know!

THE new system will inspire confidence in the good faith of the companies whose listings are **starred**—in the industry's honesty of purpose—and in the Directory itself as never before. And it is warehousing's own Directory—a year-round reference volume—that will be published.

"It's the sworn-to listing that is **starred**—and—

"It's the **starred** listing that gets the business!"

The shipping public, consultants of the Directory, will know!

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## The "Star" Means Shooting Square with Competitors

WITHIN forty-eight hours after the 1926 Directory Information Sheets left the publishers' office, five of the questionnaires had been returned that contain the requested information.

Three of the five were sworn to before a notary public—

The Lincoln Safe Deposit Co., New York City; Walter C. Reid, vice-president and general manager.

The Eagle Warehouse & Storage Co., Brooklyn; W. A. Schiffman, manager.

The Central Ice & Cold Storage Co., Vineland, N. J.; Edgar W. Davies, secretary.

These three companies will have "starred" listings in the 1926 Directory.

The two companies whose listings are not sworn to will find their listings published, but not "starred."

The Lincoln, Eagle and Central companies did not infer that *Distribution and Warehousing* implied that Mr. Reid,

Mr. Schiffman and Mr. Davies were dishonest or unethical just because sworn-to listings were requested.

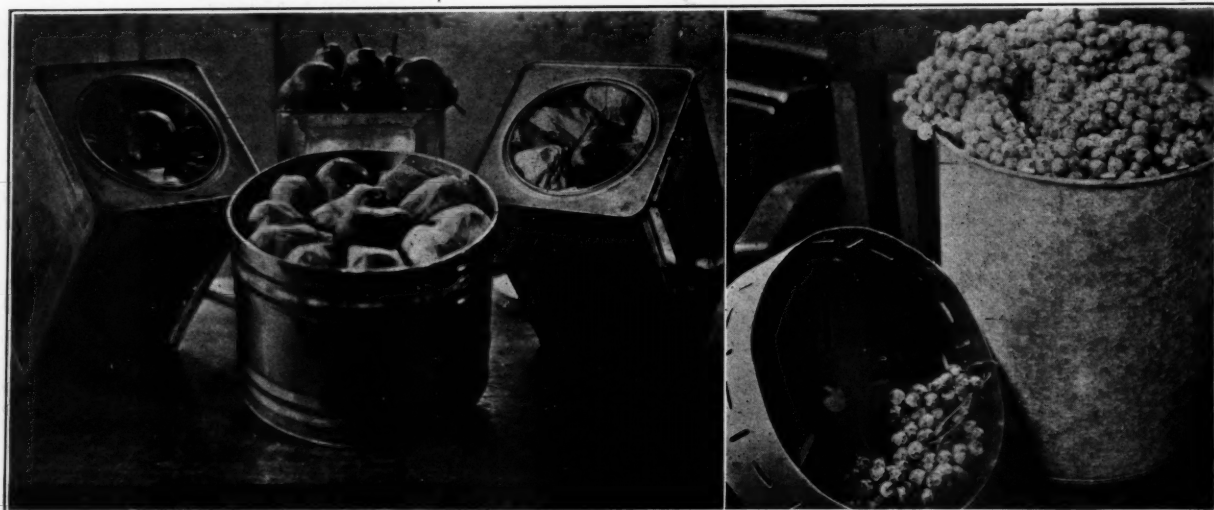
Mr. Reid, Mr. Schiffman and Mr. Davies recognized that not they alone but *all* companies were being so requested.

The three executives responded, immediately and without hesitation, in the spirit that they wanted to prove to the shipping public that they are playing on the level with their own competitors.

Those competitors who do the same thing will cooperate with Mr. Reid, Mr. Schiffman and Mr. Davies in building for their industry a worthwhile Directory giving *correct* information to that shipping public.

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*Left: pears, packed in two types of containers for storage or shipping, as they appeared when opened after being three months in storage in the gas which is the secret of the Milani process. Right: Grapes after three months of such storage; here is shown one of the cardboard layers used to separate the grapes and prevent crushing. Fermentation of occasional spoiled grapes in the clusters is stopped by the gas so that the good grapes are not contaminated.*

## Milani Process of Preservation of Aid to Warehousing

*Gas Containing Nitrogen and Carbon Dioxide  
Used to Prevent Deterioration*

By H. H. DUNN

THIS article by Mr. Dunn tells of the Milani method, a new process, of preserving fruits virtually indefinitely in specially patented containers of tin or zinc.

The containers are hermetically sealed and the secret solution placed therein burns away all the oxygen and is replaced by a gas which keeps the fruits free from deterioration on the long journeys to markets.

The significance of the success of a process of this character is obvious to the storage executive.

WAREHOUSEMEN in general and cold storage plant operators in particular will be interested in a new method of preserving fresh fruit indefinitely, regardless of exterior temperature, just patented by Edward Milani of San Francisco. During the experiments preceding the commercial use of this method, fresh pears, grapes, figs, peaches, and other fruits, have been preserved in exactly the condition when packed for three months. Others have been shipped to London and Hamburg, by steamship through the Panama Canal, one of those voyages requiring 40 days, due to breakdowns; and the fruit was found in the same conditions of freshness, firmness and flavor as when packed in San Francisco 45 days before.

The process involves the picking of the fruit while still

solid; its careful grading into sizes; wrapping individual fruits, with the exception of grapes, in tissue paper, and the hermetical sealing of these packages while they are filled with a gas, composition of which is the secret of the patent.

Containers used are of tin or zinc, but experiments are being conducted looking to the use of steel containers which may be utilized over and over again, virtually without limit, for the same purpose.

These tin or zinc containers are of two sizes, containing 24 and 48 lb., net, of fruit.

Grapes are packed in cardboard trays carrying eight lb. to the tray; other and larger fruits are merely wrapped and packed tightly, as they would be in an ordinary shipping box.

WHEN the tin or zinc container has been filled with fruit, a small pine stick, soaked in the secret solution, is placed on a cardboard plate covering

the interior of the top of the package, over the fruit, and set on fire. When the flame is burning at its highest, the container, which has been placed in a

sealing machine, is covered and sealed air tight.

The composition continues to burn until all the oxygen within the container has

been consumed and replaced with the gas given off by the burning composition. The action of this gas is to seal the ends of the stems of the fruit, leaving them green and attractive, and, by filling all the interstices between the individual fruits in the container, to prevent the activity of any germs of decay. Decay of an occasional spoiled grape or other fruit is halted, and no taint attaches to the good fruit from any bad individual berry or larger fruit.

#### 987 Experiments

For many years fruit shippers of the Pacific Coast, with the help of warehousemen and cold storage operators, have been trying to find some method whereby at least a part of the large fruit crop could be laid down fresh in distant markets. That is to say, they have sought to make the ripening process stand still, and, meanwhile, to bar out the bacillus of decay until the product can be laid down in the right market at the right time.

Cold storage and pre-cooling have assisted materially in that effort, but now comes the new process, whereby the fruit is "gassed," as an aid to both the cold storagers and the orchardists.

In this battle against nature the objective of the workers was, of course, the keeping of oxygen away from the fruit, and, at the same time, the ship-

ment and storage of the fruit at a low—but not necessarily freezing—temperature, because the fruit, "breathing" oxygen through its "pores," would oxidize, and soften.

Seventeen years ago, Edward Milani began the experiments which led to the present discovery and the establishment of a commercial plant at Green and Sansome Streets, San Francisco, for the packing of fruit in this manner. He actually made 987 different experiments before success came.

The new process merely breaks up the oxygen in the air, and surrounds the fruit with a gas containing nitrogen and carbon dioxide. In this, the fruit "hibernates," being kept at a low temperature meanwhile. On being taken out of the container the fruit is allowed to ripen, which it does as though it had been just picked from the tree.

Other experiments have shown that the best temperature in which to keep the filled containers is about 40 degrees.

Five tons of Bartlett pears, packed in San Francisco, and shipped to Washington, D. C., London, Hamburg, New York and other distant ports, were opened and served at dinners on Christmas Day, last year, after being allowed to ripen for five days. They are declared to have been identical with fresh fruits.

#### Around the World

Thus, fresh fruit every day in the year, anywhere in the world, is promised by the inventor, who has just shipped a miscellaneous assortment of fruits, all packed by this process, on a steamship around the world, addressed to himself back in San Francisco. It is expected that this consignment will be on the way about four to five months.

Charles F. Hoover, service agent of the Interstate Commerce Commission, performed an interesting experiment with this process when, on Dec. 17, 1924, he unpacked a container of pears, packed August 4, 1924, put the pears in a basket, carried them to South Bend, Ind., where he arrived Dec. 24, and found them in perfect condition, after a week of travel in sleeping cars and hotels, where the normal temperature could not have been below 60 degrees.

This fruit had been "gassed" and sealed up for four months and 13 days, and then unpacked and given a week without any protection whatever, yet, according to Mr. Hoover's letter of Dec. 28, 1924, showed not the slightest sign of decay.

Flowers have been shipped in a similar manner from California to New York and London at midwinter, arriving as fresh and fragrant as though picked the day before.

The handling of meat and fish by cold storage gave Mr. Milani his first idea of this process, some 18 years ago, but a year elapsed before he started the experiments which have now resulted in the commercial handling of fruits and flowers by the gas method. So far, he has not undertaken the shipping of meat or fish, but believes it can be ac-



*Edward Milani, inventor of the new process for storing fruit, meat and flowers*

complished with the same success as has attended the handling of flowers and fruit.

Fruit growers of California, notably the co-operative associations, are now working on a plan for the establishment of plants for the "gassing" of orchard products in the center of each fruit-growing section. The output of these plants is to be taken over by cold storage plants, or even general warehousemen, for either storage on the Pacific Coast or shipment abroad.

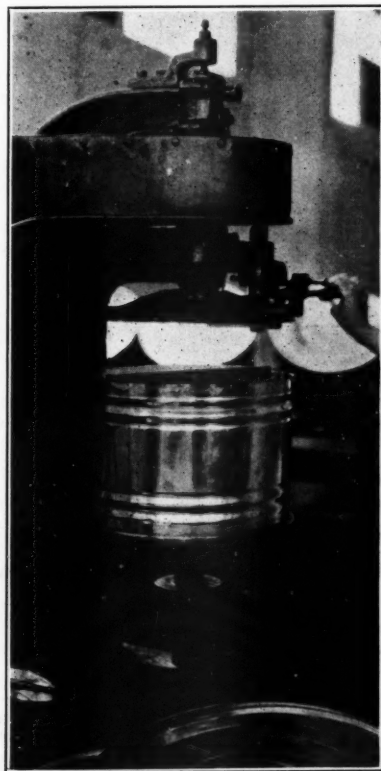
Cost of the "gassing" and packing process is about equivalent to the cost of boxing fruit for shipment in the ordinary manner, and the equipment necessary is very simple.

The central plant, in San Francisco, contains only a grader, half a dozen sealing machines, and a vat for the preparation of the composition in which the pine sticks are soaked for burning. The fruit is wrapped and packed directly from the grader bins, carried to the sealing machines, the stick put into the container and fired, and the package sealed. It is then ready for the cold storage plant or the shipper.

#### "Dry Ice"

Cold storage warehousemen have had their attention called to a new chemical marvel known as dry ice recently placed on the market. To the layman it looks like a cake of chalky snow that melts without leaving a trace of water. To the chemist it is known as CO<sub>2</sub>, meaning carbon dioxide solidified, which, instead of solidified water, is solidified gas.

It is the prophecy of the chemists that this new solidified gas, or dry ice, will prove a boon not only to the housekeeper but also to the cold storage industry. With a cake of dry ice about two inches thick and three inches in diameter, a quart of ice cream will keep from melting for twenty-four hours. Where a piece of



*Can of fruit with composition-soaked stick laid across it and the whole in place in the sealing machine*

plain ice will melt in twenty minutes if exposed to the rays of the sun, dry ice will last from six to twelve hours.

Dry ice is some 146 degrees colder than the ordinary kind. Its freezing

point is 110 degrees below zero. This dry ice is so cold that a person may not touch it for more than a few seconds without freezing his finger. It has been used successfully by surgeons for local

anesthesia in place of ethyl chloride. As the dry ice is composed of gas, when it melts it returns to its former state. In other words it resumes its gaseous form.

## Adaptability of Semi-Trailers to Household Goods Warehousing

By ALLAN P. AMES\*

**T**RAILER manufacturers, who feel that their long suit is the adaptability of their product to the special job at hand, followed with great interest the discussion of trailers at the recent annual convention of the National Furniture Warehousemen's Association.

While the report of the committee on motor van and moving equipment, presented by its chairman, W. Lee Cotter, president of the W. Lee Cotter Warehouse Co., Mansfield, Ohio, was wholly favorable to the use of four-wheel trailers for moving household furniture, it is evident that some of the warehousemen consulted by Mr. Cotter,

in preparing this report, were not altogether satisfied with the results attained with semi-trailers.

Trailer men believe that such unsatisfactory experiences were due not to any fundamental defects of the semi-trailer but to a failure on the part of the users to select the right kind of equipment for their special needs.

Members of the Trailer Manufacturers Association are indebted to Mr. Cotter for bringing this situation to their attention, and they are sure that the report will benefit manufacturers and distributors of trailers by emphasizing the lines by which they should approach prospects in the furniture moving and warehousing business.

**I**T is apparent, from Mr. Cotter's report, that some warehouse firms have had semi-trailers built not for handling household goods but heavier and less fragile merchandise, and equipped with rigid spring suspension.

The construction and operation of a two-wheel trailer specially fitted for furniture loads offers no mechanical obstacles, and there are many such semi-trailers now in use.

The fact is that the principle of the trailer-tractor unit, which permits a distribution of the load on six wheels instead of four, allows the use of lighter springs than those used on trucks carrying a similar load.

Semi-trailer springs are designed to carry only 60 to 65 per cent of the load, whereas the rear springs of the average truck carry between 80 and 90 per cent.

Although the trailer load rests partly upon the rear springs of the tractor, the power unit still carries a much lighter load than when used alone, and a lighter spring suspension over the rear axle is therefore possible.

Rigid spring suspension is *not* necessary for either semi-trailer or tractor unit.

While a ten- or fifteen-ton semi-trailer might ride badly for household furniture, so would a ten-ton truck. The trailer has as much contortional twist as the truck, and is quite as reliable in point of handling.

The report of the Cotter committee seems to take it for granted that it is

\*Manager Trailer Manufacturers Association of America.

### In Defense of the Semi-Trailer

**A**N authority on the subject of trailers and semi-trailers here expresses his opinion that the semi-trailer, like the trailer itself, is adaptable to the transport of household goods if the vehicle is properly equipped for the purpose and rightly handled.

The writing of this article was inspired by the report of the National Furniture Warehousemen's Association's committee on motor vans and moving equipment presented at the Mackinac Island, Mich., convention last July. What Mr. Ames says should be read by every furniture storage executive.

almost impossible to use half platform springs on a semi-trailer for fear of upsetting. While platform springs are not used on trailers, there is nothing to prevent their use in case it should be proved that platform springs are needed.

The same is true of flat springs. It is perfectly feasible to equip a semi-trailer with flat springs and to build up the trailer, just as a truck is built up to fit this type of spring. Flat springs and a built-up body may be specified when the trailer is ordered, and the resultant body would not be higher than a body

using the standard semi-trailer spring nor, for that matter, higher than the truck.

The best proof of the adaptability of the semi-trailer—properly constructed and handled, of course—to the hauling of household furniture is the fact that such trailers are now used successfully by a number of household movers.

As few branches of the automotive industry are developing faster than trailer construction, there is no doubt that continued study and experience will evolve trailer types better adapted to handling furniture than the present models.

Present disadvantages, all of which may be urged as truthfully concerning trucks, are due, we believe, mainly to ill-advised selection of equipment and improper loading and handling of the load.

Constructive cooperation, to which the action of the National Furniture Warehousemen's Association opens the way, is the first and most important step in the elimination of these difficulties.

### New L. C. L. Book Rate Offered

The National Freight Forwarding Co., carload consolidators via the Panama-Pacific line from New York to Pacific Coast ports, has announced a reduced rate on books, magazines and printed matter through carload consolidation of less carload shipments, providing sufficient support is offered by shippers and consignees. The new rate is \$1.25 per 100 pounds.



# TWO BITS

Vol. VI. No. 4

*A Bit Here, A Bit There* Gotham, October, 1925

## Our Golf Department

OUR personal golfing equipment is at last nearing completion, thanks to the generous-hearted storager's industry. This mo. (Oct.) we are able to report rept of 2 new utensils, namely 1 spoon mashie & 1 brassie, the generous-hearted donator being C. M. Sanderson, sec. of the Meadowbrook Stge Whse Co., the Newark, N. J. storagers. These supplement the various utensils rcvd earlier from Syd Green, the generous-hearted Petersburg, Va., storager.

We have been at least a couple (2) of yrs trying to get an entire golfing set together without any expense on Ye Ed.'s part, & now we are pretty darn near equipped to—clad in our sheer silk green-striped stocking & plaid cap—challenge all comers at all conventions in which we are allowed to participate. Herewith again we print—

### Standing of the Clubs

| Utensil        | Donator                                      |
|----------------|--|
| 1 mid-iron     | Syd Green, the Petersburg, Va., storager     |
| 1 driver       | Syd Green, the Petersburg, Va., storager     |
| 1 mashie       | Syd Green, the Petersburg, Va., storager     |
| 1 golfing bag  | Syd Green, the Petersburg, Va., storager     |
| 1 spoon mashie | C. M. Sanderson, the Newark, N. J., storager |
| 1 brassie      | C. M. Sanderson, the Newark, N. J., storager |

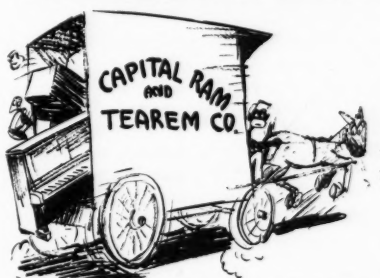
As yet—i.e., to date—G. C. Dintelmann, the St. Louis, Mo., storager, & Charley Morris, the Gotham, N. Y., storager, have not yet kept their promises to gift us with utensils. In order to get into the generous-hearted classification of storagers they should donate 1 mashie niblick, 1 putter, also 1 good jigger.

Meanwhile a Chicago storager who signs himself "Your Partner in Miserie" writes to Ye. Ed. as follows:

"Dear Kuz: Henry Reimers, N.F.W. A. exec. sec., is too bashful to offer them to you himself, but we happen to know that he has a complete golfing outfit which he is dying to give you, they having driven him nearly crazy when he was forced to use them to fish with for 2 solid days up in the wilds of Stewart, Wis., while hayfeverishly awaiting the arrival of his fishing tackle which he had erroneously left under the kitchen sink at home."

If Henry would donate, out of that set, 1 mashie niblick, 1 putter, also 1 good jigger, we would be proud to go golfing with them. We would possess the uniqueist golfing equipment in the Americas—No., Central & So.—for it would include clubs that have been used

## I've Got Those WAREHOUSE BLUES



Words by  
John Driver  
Herb Holt

MUSIC BY  
Harry Dawson

Blue-hoo-hoos

to catch fish with. Is there any other storager outside of Henry who has clubs used to catch fish with?

Meanwhile Rod Sprigg, the Los Angeles storager, undertakes to contrib. to our golfing education. Rod writes to Ye Ed. as follows:

"Dear Ed.: Each mo. when your public'n arrives I note with keen interest the great hold that the game of golfing has taken upon you, both mentally & physically. In order to stimulate your interest in the game I have run across a few rules & golfing terms & definitions which might be greatly appreciated by yourself & your fellow golfers. The definitions are as follows:

"An unplayable lie—one that costs you a stroke. An unbelievable lie—one that cuts off strokes. A bad lie—4 instead of 7. A hanging lie—"That was a practice stroke." Lie alike—a twosome keeping their own score. A cuppy lie—as told in the locker room."

## News Item

OUR frequent pleas in last mo.'s (Sept.'s) *Two Bits* for contrib'ns to help fill up space has met with results. Witness the pieces of music & the Chicago & Los Angeles communications published herewith this mo. (Oct.) Also we have rcvd some elegant verse from C. S. Ehrman, the Brooklyn, N. Y. storager, which we will publish next mo. (Nov.).

## Our Music Department

THIS mo. (Oct.) *Two Bits* grabs extreme delight in offering to our storagers who are close-harmony experts, at conventions & elsewhere, some music the authors & composers of which are mentioned in a missive which we have received, as follows:

"Sacramento, Bullifornia, Somewhere in September—Editor, *Two Bits*: The storagers & others involved in the same kind of vocations met here last evening in the house at Mr. & Mrs. Sacramento to accumulate some food & more talk at their irregular mo.'ly meeting for Sept. What I want to tell you about is that we got full of sweet sounds from a new piece of music, written by John Driver, storager, & Herb Holt, storager, with music by Harry Dawson, storager, all of whom are not musicians.

"This piece of music is called "Warehouse Blues" & we enclose some samples, both of the picture of the outside & the words inside.

"This piece of music ain't yet printed, but will be as soon as arrangements can be made with *Distribution Warehousing* to publish them.

"Take these pieces of music home & try them on your piano; if the varnish stays on, you needn't be afraid of them, & there's more where they came from. Yrs on the way back to normalcy. (Signer) A. Squirrel, the Original Storager."

Well, the words of this elegant new piece of music by John & Herb & Harry are as follows, the name of the piece being—

### "I've Got Those Warehouse Blues"

A van hauled my things away  
To a warehouse one day,  
For my wife and I took a trip across the sea;  
And when we came back  
To open up our shack,  
We were both as happy as could be.  
But when that van brought back our goods,  
Gee! in a maze we stood.

Say, our stuff will ride no more in a warehouse van,  
For when our dishes came back  
Each one had a crack,  
And the mice were sitting nice, living in our old soup bowl!  
And by my Scotch that's left I think  
It must have furnished many a drink  
For that warehouse crew,  
I'm telling you.

As our rugs were laid away,  
In them the moths did play;  
By the holes they lived O.K.,  
All of every night and day.  
There was rat here and rat there,  
In the drawers and everywhere.  
Oh, Gee! Just let me be,  
For I've got those Warehouse Blues.

# Warehousing Will Be a Factor in Stabilizing Commodities

## *The Public Storage Plant as Distribution's "Reserve Bank"*

By ALVIN E. DODD,

*Manager Domestic Distribution Department, Chamber of Commerce of the United States*

**I**T has been said—with how much truth I do not know, although it sounds true—that if all food supplies were to be stopped for a fortnight a great city would suffer a famine except for its warehouses. Although your functions extend far beyond the storing of food supplies, a due sense of proposition requires us to recognize it as the original reason for extensive warehousing.

In any study of distribution, warehousing immediately offers itself as a factor almost equal in importance to that of the commodity supply itself. No longer can a family depend upon its own or a neighbor's garden, orchard, flock of sheep or smoke house.

By the census of 1920, for the first time in the history of the United States the urban population, 54,000,000, exceeds the rural, 51,000,000; and there are 68 cities with a population exceeding 100,000, an increase of nearly 40 per cent in ten years.

So far as we are concerned here today this means warehouses and still more warehouses to carry these immense hives of human need over periods of low production in agriculture and industry.

A warehouse is to distribution almost exactly what a bank is to finance—to money. Both are for storage; both

issue receipts for what is intrusted to them; and both accept orders upon which their treasures are delivered. Banking is the older art and its practice has been just so much more highly developed, until now a long course of education is demanded before a young man is considered competent to conduct the complicated processes with which exchange, loans, discounts and deposits are protected.

I believe firmly that the time is not far distant when warehousing will have become as great a factor in the stabilizing of commodities for distribution as the Federal Reserve Banks are in the stabilizing of credits.

There are gathered with the most minute accuracy, and published broadcast, every detail of banking—gold in reserve, clearings, currency issued, and deposits. Certain legal restrictions make the gathering of these statistics of commodities somewhat difficult but the attitude of several branches of the Government has changed greatly within the past few months and there is promise of increasing freedom for industry in such matters.

This touches warehousing quite closely inasmuch as the quantity of commodities in suspense—that is, in storage—is a principal basis upon which to arrive at the economic limit of production which in its turn lies at the root of effective distribution.

### *Negotiable Paper of Future*

**I**N drawing a parallel between warehousing and banking I called attention to the receipts which each of them give to their depositors and the orders for delivery which each of them accept from their depositors. At this point the resemblance begins to disappear. Bankers have developed highly elastic means for utilizing their funds through the issue of various forms of negotiable papers; and of assisting each other in times of stress whereby the credit of all is made available for the benefit of individual members. Since the value of money is based wholly upon its power in purchasing commodities; and since the warehousemen hold the commodities, it seems reasonable to believe that in due time they will be able to design negotiable paper which will be as care-

**H**ERE are the high lights of Mr. Dodd's talk to the Pennsylvania warehousemen at their Harrisburg meeting:

1. Public warehousing seems destined to become an important factor in stabilizing commodities for distribution just as the Federal Reserve system is in stabilizing credits.

2. Public warehousing as an industry should conduct a national publicity campaign—widely, consistently and persistently—as its “one best bet.”

3. Public warehousing should annually collect statistics for presentation to potential customers.

4. Public warehousing should undertake modification of conditions involving taxation of shippers' stocks.

fully safeguarded, equally elastic and as widely accepted as is that of bankers.

Hitherto I have dealt with the general function of warehousing. This was not difficult, but my mind balks at any attempt to tell you how little I know of its applications and operations in detail. One fact, however, stands out clearly; the surface of its possibilities has not yet been scratched.

The problem of storing grain and using warehouse certificates for financing the next crop is under way toward a satisfactory and complete solution. But in the same direction of effort, the proper adequate warehousing and financing of commodities is of almost equal importance and has been neglected almost wholly.

Many of you have evolved a highly satisfactory plan for consolidating shipments by rail, motor truck or water, but it is the merest beginning of what should become a universal practice.

\*Address at meeting of Pennsylvania State Warehousemen's Association, Harrisburg, Sept. 15.

I cannot do better than to quote from a letter received recently:

"I am in receipt of your letter of the 27th in regard to the collection of information and statistics bearing upon the subject of distribution. Am pleased to state that I am always interested in this question for the reason that I have found it advantageous to create a thorough and complete warehouse distribution on our product throughout the United States and other countries, having been a firm believer in eliminating all delays in transportation. Have found it possible to do this only with a good chain of carefully located warehouse stocks throughout the country. At the present time we have forty warehouse stocks in the United States alone. This enables the delivery of goods to the trade in any section of the country in from three to five days after the receipt of the order at the warehouse. Conducting a national advertising campaign in the magazines with a monthly circulation of 20,000,000 copies it behooves us in the conduct of our business and particularly in the matter of distribution to take up all possible slack; or in other words, goods must be at the command of the consumer when we have created that demand by expensive advertising. We have found in years past that we cannot depend entirely upon the jobber to keep up his stocks. Very often they will be out and telegraph us for goods. If these goods had to move 500 or 1000 miles, there would be delay in reaching the jobbers' stock, a corresponding delay in the dealer and a considerable loss of consumption by the consumer being unable to obtain the goods.

#### *A Folly Outgrown*

"These are the basic points which we have worked upon in distribution for some years and it is one that has had our careful and constant consideration. We will appreciate anything that you may forward bearing on this case."

This letter is "hot off the bat" and in a nutshell states the case of a distributor who knows his warehousing business. There is very little that you can tell him about the economical and prompt distribution of his product. He has outgrown the folly of local private warehouses; he has outgrown the folly of long distance small shipments; and he

has arrived at the point where his distribution problem is simplified to the last practicable degree. He may improve some of his practices in detail but you could no more convince him that he ought to revert to the plan of conducting wholesale distribution through his own local storage space than you could persuade him that a Palm Beach suit is appropriate to the Lake front in Chicago during the second week in December.

#### *"Lack of Propaganda"*

So far, this is as plain as a negotiable warehouse receipt; but how many such men are there in the United States compared with the number who remain in a state of relative ignorance; and how much of this ignorance is due to a lack of propaganda by warehousemen collectively for warehousemen individually? From the correspondence in the office of the Domestic Distribution Department it appears that there are some fields sadly in need of cultivation and that there are again other fields where the harvest would be found ripe for those who would seek for it.

I have a distinct impression of the publicity conducted by the American laundrymen and of that conducted by the baking industries, the copper industries and several other national industrial publicity campaigns for the promotion and aggrandisement of an industry as a whole without any effort to increase or exploit the business of an individual, but I have no impression of ever having seen any publicity conducted by warehousemen collectively for the industry as a whole; and until you have done this—widely, consistently and persistently—you will have neglected your one best bet.

About three and a half years ago a member of my staff, during my absence in Europe, addressed a letter to a gentleman intimately associated with the warehousing industry, asking a few pertinent questions relating to inquiries which already had been received by us in Washington. In a general sense questions were:

1. The number of general merchandise warehouses in the United States?
2. The square feet of floor space?
3. The character of building—whether fireproof or mill construction?

4. The number of motor trucks or horse trucks owned and operated by warehousemen?

A mist of ignorance still envelopes this subject, although it is the alphabet of warehousing; and I venture to say that the cost of a practically correct census of warehousing would be negligible if two or three warehousemen in each State would undertake to collect the facts annually. The whole cost would be embraced in the printing and postage of a simple questionnaire and the result would enable the friends of warehousing to give your potential customers some knowledge of the facts with an effect upon the warehousing industry which is immeasurable but certainly important.

I can understand readily why warehousemen hesitate to agitate the question of local taxation of goods in storage shipped from other States, but I cannot understand at all why you hesitate to attempt some modification of conditions which must embarrass all but a comparatively few of your clients. It may be that I am so far removed from the subject that I put undue emphasis upon it or that the difficulties associated with it are too great to overcome. But when a state of affairs exists, as I am told, where merchandise stored in different warehouses in the same city are taxed differently, there is a dislocation—a confusion which must prove embarrassing to many people.

#### *Conclusion*

So much satisfaction has been felt, and you have experienced so many expressions on the success of your efforts toward the simplification of forms, that it should greatly encourage warehousemen toward continuing in every legitimate way the elimination of obstacles which oppose the freest possible passage of commodities from the producer to the consumer, or which hamper competition in the sale or purchase of commodities in an open market. All to the end that waste and inefficiency may be eliminated; that producers and distributors of commodities may be insured equitable treatment; and that the consumer need be charged with no unreasonable or unnecessary costs of distribution.

## *First Six Months of 1925 Witnessed New Low Record on Loss and Damage Freight Claims*

CLAIMS resulting from loss or damage to freight shipments while in transit on the railroads of the United States were the smallest, compared with the volume of freight handled, during the first six months of this year of any such period on record, according to reports filed by the carriers with the Freight Claim Division of the American Railway Association.

Loss and claim damages paid by the railroads during the first half of 1925

totaled \$20,380,879, although the number of cars loaded with revenue freight during that period was the greatest ever handled during any corresponding period on record.

The total paid was a reduction of 23.3 per cent under that for the first six months in 1924 and a decrease of 12.3 per cent under the same period in 1923. It was also a decrease of 25.6 per cent under the first six months of 1922 and 63.4 per cent below 1921.

There has been a continuous reduction since 1920 in loss and damage to freight and property for the country as a whole. This has been brought about not only by active cooperation among the railroads themselves but also by the shippers and receivers of freight. There has been better packing on the part of shippers and more care has been used in handling freight on the part of the railroads.



# Why Rug Insurance by the Warehouseman Is Protection for His Customers

## What This Class of Coverage Costs Is Told

By E. E. MORTON,  
of the United Vacuum Appliance Corp.

**T**HAT familiar quotation, "He who hesitates is lost," carries a deep meaning to the warehouse executive who carries on a carpet cleaning business and who has had losses from fire, theft, or damage by careless handling. Perhaps that storage executive had insurance. If he did, he was glad that he had not "hesitated" to safeguard himself.

The cleaner who did not carry insurance was "lost." He saw all his profits for the season—perhaps for a longer period—wiped out because he had considered it "too ex-

pensive" to buy coverage; because he had thought that he could afford to "carry his own insurance."

Before going further let me say that this article is not written by an insurance company or by anyone interested in any insurance enterprise. It is written by a manufacturer of carpet cleaning equipment, who has seen instances of fire and theft which made bankrupts of the cleaners, enemies of their customers, and resulted in serious losses to their creditors.

**T**HERE are many ways in which losses may be incurred. For instance: A dry cleaner's driver, when making a call, went inside a building, and when he came out with the package, his truck and load were gone. They later found the truck and part of the load, but had to make good that part which was missing.

The possibility of fire is always present: defective wiring, a burning cigarette, an overheated furnace, a bad flue, or any of a number of other things may result in serious loss.

Theft can in no way be completely eliminated. If an individual is determined to steal, locks and burglar alarms are of little value.

The next thing, then, is what will good insurance cost to protect the cleaner

from fire, theft and careless handling.

Insurance policies written by reliable companies may be secured at from 1 to 3 per cent of the gross receipts, payable at the end of each month, with nothing demanded in advance. That is, on a rug for which the cleaner makes a \$3 renovating charge he must pay from 8 to 9 cents to the insurance company. The rate depends upon the building and on the precautions taken by the owner.

By the payment of the insurance premiums the cleaner insures all the carpets and rugs he handles. Domestic are insured up to \$100, each according to value. Orientals, up to \$300. If upholstered furniture is cleaned each piece is insured up to \$50.

Under this plan the insurance company has the privilege of inspecting the

cleaner's books, as a check upon the amount of premiums paid, and the value of articles insured.

The commercial carpet cleaner who can advertise that his customers' rugs are insured from the time he takes them until they are returned, will have the upper hand with the cleaner who "trusts to luck."

Many customers carry insurance on their own floor coverings, and this insurance can be, in some instances, transferred to the cleaner while the work is being done.

But the American public is not one to hunt inconvenience, and the cleaner who assumes these responsibilities and protects his customers by insurance of his own, is the one who will get the business.

## How Reduction of Average Inventory Should Decrease Costs of Distribution

**O**NE of the conclusions reached in a study of the cost of merchandise distribution just made by Niles & Niles, certified public accountants of New York City, is that a reduction of the average inventory which will increase the rate of turn-over will bring about a reduction of the cost of distribution.

The survey of this accounting firm is based on a review of published statistics dealing not only with the cost of merchandise distribution but also with merchandise turn-over and fluctuations in manufacturing employments in this country covering the years from 1913

to 1923. The statistics reviewed were compiled by many governmental, university, trade and other organizations, and were heretofore presented only in seventy-seven different publications, some of which are rare and not easily obtainable.

As a second consideration, the review states "that a more nearly uniform rate of production which will minimize fluctuations in employments and reduce the inefficiency and expense incident to these fluctuations will reduce the cost of production. Either of these results will, without reducing the respective profits of the producer, wholesaler and

retailer, give greater purchasing power to the consumer's dollar."

"Merchandise distribution," the review continues, "is largely effected by three successive sales: First, from producer to wholesaler; secondly, from wholesaler to retailer, and thirdly, from retailer to consumer. For each of these three transactions there are in use two methods for showing in percentage the distribution cost or expense rate. Commonly, it is expressed in a percentage based on the amount of the sale, and less commonly in a percentage based on the cost of merchandise sold. However,

the sum of the percentages obtained by either method for the three successive classes of transactions is not the combined cost of distributing the merchandise from the producer to the consumer, because the three percentages are based on different amounts. By the first method they are the amounts of the three successive sales, and by the second method are the amounts of the respective costs of the merchandise to producer, wholesaler and retailer.

"For this reason the costs of merchandise distribution are often expressed in percentages of the retail prices paid by the consumer. In other words, the consumer's dollar is analyzed to show the amounts received respectively by producer, wholesaler and retailer. This form of presentation also has the merit of combining the respective costs of producer, wholesaler and retailer with their respective profits, which are their compensations from the consumers for their services in producing and distributing the merchandise.

"For the cost of merchandise distribution statistics were found for fifteen classes of merchandise which showed that the respective portions of the consumer's dollar received by the producer and by the distributors were as follows:

| Merchandise               | Prod. Recs.<br>Cents | Dists. Rec.<br>Cents |
|---------------------------|----------------------|----------------------|
| Clothing .....            | 67.5                 | 32.5                 |
| Drugs .....               | 54.6                 | 45.4                 |
| Electrical supplies ..... | 53.0                 | 47.0                 |
| Furniture .....           | 56.4                 | 43.6                 |
| Hardware .....            | 58.0                 | 42.0                 |

| Merchandise             | Prod. Recs.<br>Cents | Dists. Rec.<br>Cents |
|-------------------------|----------------------|----------------------|
| Jewelry .....           | 60.0                 | 40.0                 |
| Shoes .....             | 55.2                 | 44.8                 |
| Average of 7 classes..  | 57.8                 | 42.2                 |
| Daily products .....    | 73.0                 | 27.0                 |
| Fruits and vegetables.. | 50.3                 | 49.7                 |
| Groceries .....         | 72.9                 | 27.1                 |
| Meats .....             | 70.8                 | 29.2                 |
| Average of 11 classes.  | 58.6                 | 41.4                 |
| Automobiles .....       | 73.0                 | 27.0                 |
| Coal .....              | 44.4                 | 55.6                 |
| Dental supplies .....   | 73.0                 | 27.0                 |
| Lumber .....            | 45.4                 | 54.6                 |
| Average of 15 classes.  | 58.7                 | 41.3                 |

"The averages for the nine classes of necessities embraced in food, clothing and shelter were: Producer, 56.8 cents, and distributors, 43.2 cents.

#### Turnover Rates

"For the rate of merchandise turnover partial statistics were found for twenty-two classes of merchandise. But only for five classes were there available the turnover statistics of the producers, of the wholesalers and of all the retailers, all of which are essential for computing the average rate of turnover of the combined stocks of all the agencies of distribution. The turnover rates of these five classes were as follows:

| Class            | Pro-<br>ducer | Whole-<br>saler | Re-<br>tailer | Com-<br>bined |
|------------------|---------------|-----------------|---------------|---------------|
| Clothing .....   | 2.8           | 4.0             | 4.5           | 1.7           |
| Drugs .....      | 2.3           | 3.6             | 2.3           | 0.9           |
| Groceries .....  | 4.6           | 5.6             | 8.3           | 1.9           |
| Hardware .....   | 2.8           | 3.6             | 2.1           | 0.9           |
| Shoes .....      | 3.2           | 3.7             | 1.9           | 0.9           |
| Av. of 5 classes | 3.1           | 4.1             | 3.8           | 1.3           |

"The turnover rates of the producers of fourteen other classes average 3.1, which is the same as the average of the five classes listed above. There were no other statistics of the rates of wholesalers. The turnover rates of the retailers of three other classes (including jewelry, on which the stock turn is slow, amounting to only 0.9) averaged 2.2, which, combined with the above five classes, made the average turnover rate of the retailers of eight classes 3.2 per cent.

"The index numbers of production and employments show clearly the close relationship between production and employment, fluctuations in both occurring at about the same time and with a marked degree of similarity. The fluctuations in employment are generally shorter than those in production. This appears to be due to the fact that the statistics do not generally take note of over-time and part-time work, and also to the growing use of automatic machinery."

The review concludes by saying: "It follows then that the purchasing power of the consumer's dollar is affected not only by the cost of production, for the reduction of which inventive skill and operating experience have been employed during many years, but also by the cost of distribution, which it appears may be similarly reduced by a corresponding study of the conditions in regard to the trade in any community."

### Coe Terminal Warehouse, Detroit, Will Be a \$3,000,000 Plant

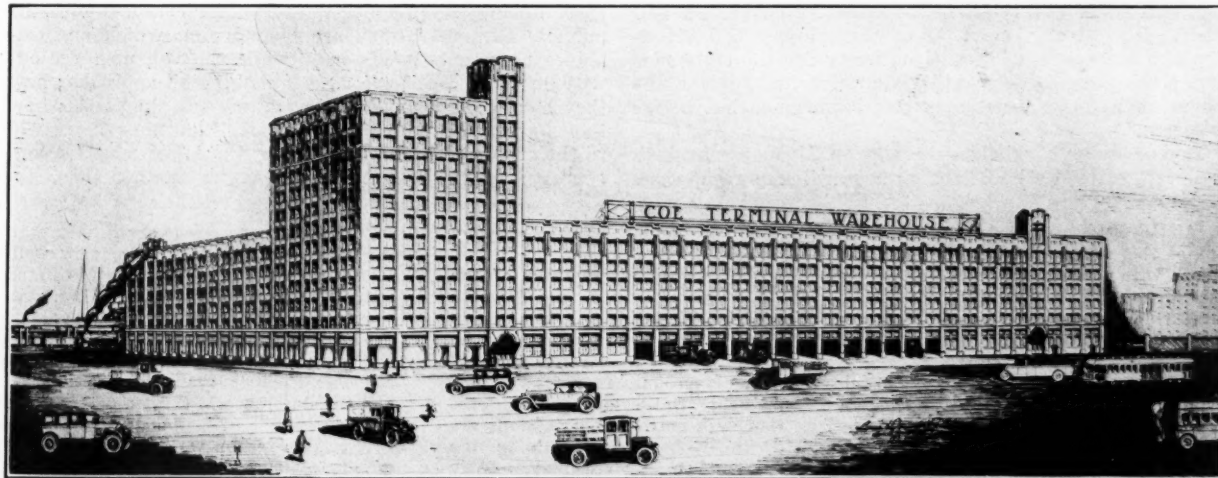
**A**NNOUNCEMENT of plans for the construction of a twelve-story terminal warehouse and office building to cost approximately \$3,000,000 has been made by Ed Coe, president of the recently organized Coe Terminal Warehouse Co. Mr. Coe is president of the Merchants' Warehouse Co. of the same city.

The new building is to occupy the en-

tire block on West Fort Street between Tenth Street and the viaduct and from Fort Street to Jefferson Avenue. The first unit, facing Fort from Tenth to the viaduct, is expected to be ready for occupancy by Jan. 15, according to the engineers and architects, Lane, Davenport & Peterson.

The project is being financed by De-

troit men conspicuous in business and financial circles, it is said, and will be a big factor in meeting the demand for commercial warehousing space, which, it is held, has crippled the city's wholesale activities. Although no official announcement has been made by the Michigan Central Railroad, it is understood that the railroad is vitally interested.



What the Coe Terminal Warehouse will look like when completed. This drawing by the architects shows that the structure will include a 12-story office building. On the ground floor at the front will be space for retail stores, branch banks, etc.

The new plant is designed for miscellaneous merchandise. Household goods will not be stored and there will be no cold storage facilities. It will accommodate that wide variety of goods which reach Detroit either for local consumption or for brief storage in transit to local customers and to other points.

"Ultra-modern in type," according to Mr. Coe, "the new terminals will be associated with the American Chain of Warehouses. The location is in the heart of Detroit's principal and receiving district. Within a quarter of a mile are the freight stations of the Michigan Central, Pennsylvania, Pere Marquette and Wabash Railroads, as well as the Detroit & Cleveland docks, the Detroit United Fruit Auction and other big enterprises, while the city hall is only three-quarters of a mile away. It is so centrally located that probably every wholesaler and manufacturer in the city

sends his trucks daily to within a few blocks".

Identified with Mr. Coe in the project are Joseph L. Duhart, vice-president of the Merchants' Warehouse Co.; Clifford E. Coffman, secretary of the Merchants'; Samuel R. Kingston, vice-president of the National Bank of Commerce; W. D. Lane of the architects and engineers putting up the building; J. E. J. Keane of Keane, Higbie & Co., and Sherwin A. Hill of Warren, Cady & Hill.

#### Commodious Platforms

The buildings will be of reinforced concrete and pressed brick. The warehouse structure will contain approximately 10,000,000 cubic feet of space and will be located on the direct line of the Michigan Central Railroad.

Incoming carlot freight will enter the basement on side tracks that will accommodate thirty cars at one setting. Shipping platforms facing Fort Street

will accommodate thirty-five motor trucks at a time.

Provision has been made to erect an additional building on the river front when the Great Lakes-St. Lawrence waterway is completed, to permit the transfer of freight direct from steamships into the warehouse. This arrangement would allow tenants to ship by lake and rail without teaming expense at the terminal, thus assuring minimum freight rates during the period of navigation.

On the top floor of the warehouse is to be located an institution to be known as the Terminal Club, whose rooms will command a view of river and lake. The quarters will include a dining room, a lounge and recreation space, together with sales and conference quarters for members. It is planned to make the club an organization for wholesale merchants, merchandise brokers, manufacturers' representatives and railroad men.

## Van Men's Meetings Improve Relations With the Public

### *How San Antonio Company's System of Weekly Gatherings Builds Courtesy by Employees*

By B. C. REBER

**B**Y holding van men's meetings the Merchants Transfer Co., engaged in the household goods and merchandise warehousing business in San Antonio, Tex., improves the relations between its customers and itself. Roy Strong, manager of the company's distribution and storage branches, is authority for the statement that since these weekly gatherings were inaugurated the drivers have become not only better workmen but better salesmen.

The meetings are held generally on Monday mornings and occupy about a half hour, although if important work

is scheduled the sessions are deferred until time may be found for them, on Tuesday or later.

At these gatherings the van men tell of their experiences during the previous week in their contacts with the public. Demonstrations are held during which one employee represents a customer while the van men act out what methods they have used in making an approach; how they have gone about loading and moving the goods; how they have made the collections; and what they have said to the customer in leaving so that the latter may feel encouraged to seek the company's service another time.

**N**ATURALLY, at first, the majority of the men were self-conscious and struck with stage fright, but Mr. Strong encouraged them and helped them along until this has been overcome and the real value of these get-together affairs is beginning to show results.

"These meetings," Mr. Strong said, "are bringing out points which we did not know existed. They have shown us that we could improve our service and compete with other firms which have no responsibility or backing—the firms that have a public stand and are unable to make good a loss, but which thrive on account of their low prices.

**A**RE periodical meetings of the warehouse van men worth while? That this is a moot question has been shown by discussions at conventions in the industry.

The Merchants Transfer Co., San Antonio warehousemen, believes that such get-together sessions are decidedly beneficial, both to the men and to the company. Why and how are told in this article by Mr. Reber.

"Of course, our prices are higher than theirs, so we can't talk price very well. However, that is just what we found some of our solicitors were doing. As soon as a customer begins to think of price, we might as well get away; for the lady will find that she can hire someone cheaper than we will charge, and the difference in service means little to her.

"For this reason we have stressed the quality of our service, the reputation of the firm back of it, and the responsibility which we assume in case of lost or damaged goods. This is something that the irresponsible companies cannot do. One



lady told us of having hired such a company to move her goods and they ruined her piano by dropping it down the stairs. Because they had nothing back of them, she was unable to collect a cent.

"We send out van men as solicitors from time to time. In fact, we hope to make all of our head van men salesmen of this type in time. This not only makes better workmen out of them but it broadens their experience. From this practice we have had some interesting things happen.

"The other day I told one of our van men to come down the next morning prepared to go out as a solicitor. He was horrified at the idea of calling on ladies and asking them for their business and he begged me to put someone else on the job; but I talked with him and he finally agreed to try it out. The first day he did very well and brought in quite a number of orders, but after that he wasn't able to do much of anything and kept asking me to take him off.

"One day I happened to come into the office just as he was calling up a party, so I stuck around to hear what he had to say. His sales canvass convinced me that he was doing more harm than good as a solicitor. He meant well and he did as well as he knew how, but he couldn't get his message across to the customer so it would get the business. I figured out that on the first day he had been working according to the things I had told him, but that after they were forgotten he had fallen back on his own initiative and was failing miserably.

"I took the man off from soliciting and put him back on the van, but I think that by changing him, later, from one to the other for short periods, he will make a good man.

"We found also that we did not have our work systematized as well as it could be. I dropped in on a gang one morning and found them all in a discussion as to which goods should be moved first. Since the charges run around \$1 to \$1.50 for every fifteen minutes, this makes a bad impression on the customer. She concludes that the men are stalling so they will make more money on the job.

#### Little Things Get Results

"Our present practice leaves everything in charge of the head van man. It is for him to decide what shall be done first and the order in which the other jobs shall follow.

"Naturally we have a great deal of padding to be handled on each job. This is now taken care of by the helpers. When the van draws up to a place the helpers spread out the padding while the van man is in the house planning the order of the work. In this way the time is reduced to a minimum and the customer is better satisfied.

"When everything has been moved and the job completed the van man does the collecting and asks if anything else can be done in assisting the customer. He also thanks the lady for her trade

and asks her to recommend us to her friends when there is work of this kind. Little things, these, but they get results. It is the best kind of advertising that there is.

"We are very particular about the manner in which the van man treats the customer in leaving. It is the final impression that weighs heavily when this party will have some more work to be done. If we please a lady and tell her how glad we are to be of service to her, she will remember it when she has some more work of this kind. For that reason we drill our men in the little points of courtesy which seem like little things, yet play the most important part in the welfare of any business.

"These meetings have greatly improved our service. They not only improve the men, but they improve the ones in the office who are in charge. We have questions asked that I had never thought of or considered from that particular angle, and many times they will lead to an important change. It not only keeps the van men alert to their work, but it peps up those in charge as well."

#### Hourly Basis

It was formerly the practice of the Merchants company to do its moving work according to a flat rate basis. This, however, has proved impractical where household goods and general moving is concerned. For this reason all work of this kind is now charged on an hourly basis, according to the time spent in actually moving the goods.

It was found in many instances where a flat rate was given that the family would be in no condition to move when the van men arrived and as long as two hours has been spent on some occasions in getting the goods ready to be moved.

The company assists the customer in moving by furnishing barrels and boxes in which to pack small articles, such as dishes, etc. These containers are painted in the standard colors of the company—orange and black—and no charge is made for the use of them. When they are sent they are charged out by the order clerk, and the van men are required to see that they are brought in after the goods have been moved.

In order to broaden the experience of the solicitors and to have them appreciate both sides of a task they are sent out on jobs which they have estimated too low. For example, they call on a lady and tell her it will cost her approximately so much to move her goods. They turn in, to Mr. Strong, a report with estimate attached; and if Mr. Strong believes the estimate is too low for that work the man making the estimate is sent out on the van so he can see just where he was weak in making his estimate.

Prospects are obtained from a service bureau. This bureau furnishes the names and addresses of persons who have made application with the local utility company to remove or change their light and gas meters. These re-

ports are turned in twice a day and a solicitor is immediately sent out to call on the people and bid for the business. Through this medium many new customers have been found and the business has been materially increased.

The meetings of the van men are proving their worth. They are bringing the employees into closer relationship with the company and more intimate contact with the public. Likewise they are making better employees. They have left the laboring class and are men of a profession. And the company, as well as the men, is benefiting by this increased cooperation and progress in workmanship.

#### McNamee and Stone Move On

Two changes in the personnel of officers of warehouse companies in Des Moines, Iowa, are announced as follows:

O. B. McNamee, who for the past eight years has been with the White Line Transfer & Storage Co., and who is an authority on traffic problems, has resigned and is now with the Merchants Transfer & Storage Co.

L. E. Stone, who for some years has been secretary and operating executive of the Blue Line Storage Co., has resigned to become vice-president and general manager of the White Line Transfer & Storage Co.

All three companies are members of the American Warehousemen's Association and the Iowa Warehousemen's Association, and the Merchants and White Line companies are members of the National Furniture Warehousemen's Association.

#### W. O. Nevill Dies

William O. Nevill, formerly for ten years manager of the D. A. Morr Transfer & Storage Co., Kansas City, and prior to that in the transfer and storage business in Topeka, Kan., died in a Kansas City hospital on Aug. 26 after a week's illness of appendicitis. He was 59 years old and is survived by a widow, a son and his father and two sisters.

In 1924 Mr. Nevill opened the Kansas City offices of the Great Central Forwarding Co. Subsequently he had been handling the affairs of various associations of which he was secretary, including the Kiwanis Club and Masonic bodies. At the time of his death he was executive secretary for the Life Underwriters' Association of Kansas City in charge of details connected with the annual convention of the National Association of Life Underwriters, to be held in Kansas City this fall.

#### Hidden Co. Expands

The Hidden Storage & Forwarding Co., Newport News, Va., is building two warehouses on property located near Morrison, Va., and plans to erect two others, the total cost to be about \$75,000.

# Cyanide Fumigation for Furniture Warehouses

By GEORGE W. JONES\*

FOLLOWING the World War several companies advertised gas attacks for warehouses. The plan was to use cyanide gas in one form or another. Usually butter tubs were partly filled with a solution of one part sulphuric acid and three parts water. To this solution was added cyanide in egg form. Immediately the mixture started boiling off the cyanide gas. The use of this gas proved so dangerous, many deaths resulting, that it lost favor and in some cities its use was forbidden.

The Public Health Service and the chemists could find no gas with near the efficiency as a combined fumigant and insecticide. It was arranged that the gas be manufactured at the laboratory, where it could be more safely handled. It was pressed up into a liquid form in large iron cylinders, each containing enough to care for a warehouse 100 by 100 by 40 feet. The cylinders are fitted with a heavy iron collar extending well up over the valves, and a heavy cap is screwed down over the valve end with a special socket wrench. The cylinders will withstand a pressure of 1500 pounds per inch and can be shipped by freight.

This liquid cyanic acid gas is just as deadly as ever, and before we decided to have our warehouses "shot" we talked with three reliable warehousemen, members of our National Furniture Warehousemen's Association, who had used cyanide fumigation, and knew its efficiency and dangers. We want to acknowledge especially the help given us by Joy J. Miller of the Leonard Warehouses, Inc., Detroit, Mich., who made us a practical demonstration of just how the work is done in his warehouse.

## An Engineer Retained

We decided that only the most trustworthy fumigation engineer would do for our job. Through our Health Department in Providence, we secured the services of the Terminal Fumigating Co. of Boston. Their work proved highly satisfactory. Saturday morning before Labor Day was selected for the task, that we might have two days and nights to air out thoroughly, without interrupting business. The people in the adjoining dwellings were warned and urged to keep away all of Saturday. A trip down the river was arranged for one large family of children and one night worker arranged to sleep away from home. No serious objection was offered by any of

THIS is a first-hand account of how a household goods warehouse company fumigated its five storage buildings, containing 1,000,000 cubic feet of space, with liquid cyanic acid gas over the Labor Day week-end with the cooperation of the city health, police and fire authorities and insurance officials.

the eight families. The police and fire departments, the City Board of Health and the insurance association were all notified, and arrangements made for three watchmen around the place constantly until the airing was completed.

Fumigation started at 10 a. m. and by 1 p. m. the five warehouses a little more than 1,000,000 cubic feet, had received a heavy charge of gas.

In way of preparation for the fumigators we first made sure that there was no city ordinance against our plan. The buildings were carefully inspected for cracks around doors and windows. Openings that could not readily be wedged, were sealed with gummed tape or strips of paper. This proved quite a task in one old mill building with a window every ten feet. Every door and window was adjusted to open readily, and those on the first floor and basement fixed to open from the outside. All compartments were unlocked and opened. Every drawer, cupboard, file, chest, and safe was opened to give each a full exposure.

Our help and other outside workers around the warehouses were given ample warning to get out, and every precaution was taken to see that no one remained. Large warning notices were posted outside the buildings, and the sidewalks were roped off.

The first tank of gas was placed on a set of scales outside the building No. 1, the cap removed, and the valves, gage and pump attached. A hose from the tank was carried into the middle of the first floor. To this was attached a fan of three spray nozzles.

Under 60-pound pressure the liquid cyanic acid gas was forced into the air in a vapor form. It quickly diffused throughout the building. Elevator doors and stair well doors were open wide to assist the circulation. When the measured amount of liquid had been sent in,

valves were shut, the hose pulled out, and the door locked.

Sunday noon the fumigators started the hazardous task of airing out. The three men wearing gas masks kept together. Two of them had been gassed, and knew the danger well. It was necessary to go slowly and come out for rest and air several times.

Fortunately we had three fine warm clear days. The gas diffused with unbelievable power and speed into every crack and corner. The light breeze blowing through the buildings Sunday and Monday aired out completely, so that our men and office workers were able to work Tuesday without discomfort.

We believe that the job was absolutely thorough. The gas cost about \$300. Supervision varies so much that we cannot tell what another warehouseman would have to pay. The Terminal Fumigating Co. carried special insurance on the job, and guaranteed that the work would be thoroughly and carefully done under expert supervision. We are satisfied that it was so done.

## Babson Truck Figures

The Babson Statistical Bureau, an organization comprised of experts who delve into all lines of business both from a statistical and efficiency standpoint, has compiled figures on the growth of the truck industry in the United States for the past two decades.

The figures indicate that from 1904 to 1924 registration of trucks increased from 410 in 1904 to 2,121,332 last year. They have compiled figures also of the entire number of motor vehicles in use and from their deductions it is especially significant to note that only 12½ per cent of motor vehicles on the road represent registration of trucks.

The inroad of the motor truck on the business of the railroads is indicated by the fact that annually the motor trucks are carrying 2,000,000 carloads of freight.

## Globe Truck Promised

The Globe Manufacturing Co., Hamilton, Ont., Canada, has taken over the bankrupt Beaver Truck Co. of that city and will produce, it is announced, a new vehicle to be known as the Globe truck model 43. All parts will be purchased for assembling and no manufacturing will be done.

\*Superintendent Estate of Orrin E. Jones, Providence, R. I.

# WHAT'S WHAT IN NEW BUILDINGS

LXXXIX

Peter F. Reilly's Sons  
Brooklyn, N. Y.

THE new fireproof household goods warehouse now being completed for Peter F. Reilly's Sons, at 491 Bergen Street, Brooklyn, is a representative plant of architectural beauty. This building has ten stories and basement, including mezzanine floor. The superstructure is of reinforced concrete, flat slab system, of special design.

The exterior walls on the front and two sides are of interlocking tile and brick, with the columns and lintels specially designed for a curtain wall of this type, adding an insulation that prevents sudden changes in temperature in the warehouse, and maintains an even temperature, slightly rising and lowering, in both summer and winter.

The front elevation is of Gothic design treated with an impervious face brick and Blue Bedford stone, with strong, vertical lines to accentuate the height of the building.

By referring to the illustration, you will find the trucking entrance on the right hand side protected by heavy wrought iron gates treated with a Venetian green. In the center is the entrance to the stairwell. This, of special design, should be of special interest to warehousemen.

In the larger cities, particularly New York, a building of this character must be supplied with a fire well independent of the stairwell. This was placed directly in front of the building in an open well, with landings extending to the roof and open to the roof but with no windows to mar the beauty of the front. Directly back of this small airshaft with landings is the stairwell. In this airshaft, or smoke well, means are provided so that any persons on a floor, should fire break out, may enter the stairwell through the airshaft without permitting the smoke to enter the stairwell. This also permits the firemen to go up and down a stairwell free from smoke and enter directly to the floors where the fire exists without danger. The entire enclosure of both the airshaft and stairwell requires very little more space than the ordinary enclosure for stairs, and is concealed and placed in a manner that takes up a minimum of lost space and does not detract from the appearance of the house.

To the left of the entrance to the fire exit is the main entrance to the building. This is constructed entirely of iron and is treated in a manner that lends greatly to the appearance of the front elevation. The large transom, side lights and door, while adding to the beauty of the front of the building, floodlight the office and mezzanine floor.

On either side of the fire exit is a bronze tablet, and in the space over the main entrance and driveway the name of the company is displayed in bronze letters in Old English type.

On entering the main lobby directly to the right is a small rest room for ladies, with attendant. Directly to the rear is the elevator door. A push-button elevator, traveling 300 feet a minute, has been installed for the convenience of the customers.

Directly to the rear of this elevator door, and separated from the main lobby by an iron railing and gate, is the entrance to a corridor leading to the men's lavatory and the entrance to the manager's private office.

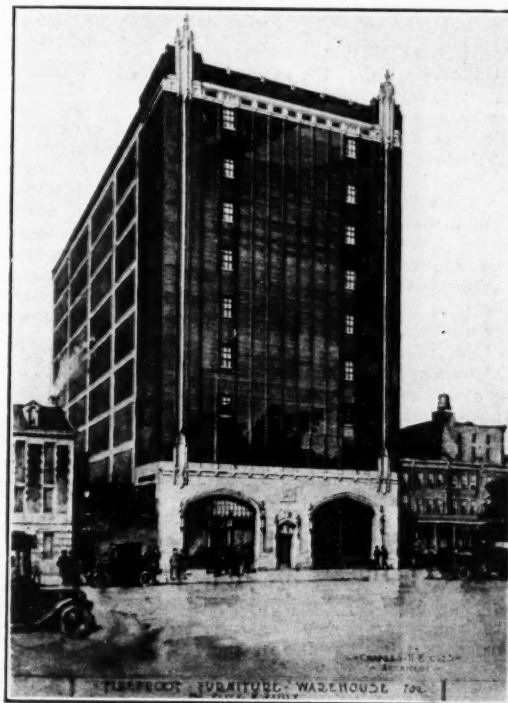
The glass partition of the office makes it possible for the management to have a full view of the counter, and the rear of the office is separated from the shipping platform and driveway by large wire glass windows which permit constant observation of operations in receiving and delivering of household goods. A door just to the rear of the manager's office leads directly to the stairwell and rear of the building and to the shipping platform and driveway. The drivers may come to this door for orders without being in the view of the customers in the office.

The floor of the lobby is laid in Terrazzo with copper strips. The main lobby and clerical or working space is separated by an Italian marble counter fully equipped underneath with steel cases, including letter files, card indexes, warehouse receipt cabinets, cabinets for books, order blanks, cash drawers, etc., all concealed from the view of the front office.

Directly to the rear is the entrance to the silver vault and depository for valuable articles. This is separated from the clerical space by a heavy iron grill. Examination rooms are provided behind this grill to right and left.

To the rear is a heavy vault door specially constructed for the purpose, with wide architraves, crane hinges, double combinations, and double pressure bar systems. The vault walls are specially constructed for safety.

To the rear of the building, on the same first floor level, is the entrance to the trunk vault and rug rooms, all designed and constructed for safety, and guarded by vault doors.



(Concluded on page 44)



# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## Furniture House Problem

**L**EGAL EDITOR, *Distribution and Warehousing*: On various occasions we store, for customers, furniture which has been sold to them on a conditional sale contract.

The furniture houses which sell goods on conditional sale contract claim they can force us to turn over the goods to them in default of payment of charges, by the purchaser of the goods, and that they can take the furniture from our warehouse without paying us for storage charges.

We would like your opinion in regard to this difficulty.

Another question we would like to have settled is, "Is it necessary for warehousemen who are selling furniture for non-payment of storage charges, to hire the services of a licensed auctioneer?" Is it not possible for the warehouseman himself to act as auctioneer?—*B. G. C. & S., Inc., Rochester, N. Y.*

Answer: If you will look at the August issue of *Distribution & Warehousing*, page 38, you will see that your problem was recently discussed by the Massachusetts Warehouseman's Association at one of its meetings. Quoting:

"The experience of a member of the association was cited. This member lost two years' storage charges on furniture claimed by a furniture house.

"It seems that about two years ago the member accepted, for storage, part of the furnishings of a home. Duplicate receipts were duly mailed to the 'owner' of the furniture, but they were not returned either by the addressee or by the post office authorities.

"No storage charges were paid and recently the furniture was advertised for sale. A local furniture house claimed the furniture without any previous notice of claim to the warehouseman. The local furniture house officials forbade any further sale, after a part had been sold, and refused point blank to pay the accrued storage charges.

"The matter did not reach the courts but counsel for the warehouse agreed that the warehouseman was without protection in the matter and that he would have to give up the unsold goods to the local furniture house and also stand for the loss entailed for storage of them.

"The warehousemen present at the Massachusetts meeting discussed the question pro and con and it was the general consensus of opinion that the time had come when practices of this kind must be eliminated and that the legitimate rights of the warehousemen must be protected even to the repealing

or changing present laws in many of the States on the priority ownership rights of goods in storage."

If the associations in the various States make an earnest effort they can undoubtedly have their State laws amended so as to cure this condition.

Will you do your part?

I know of no law specifically saying you must have a licensed auctioneer—but I certainly would advise doing so in every instance, so that the regularity of the sale can never be questioned.

The expenses of the auctioneer of course are paid from the proceeds of the sale of the goods.

**L**EGAL EDITOR, *Distribution and Warehousing*: We have at stated times in the past sold at public auction goods stored in our warehouse on which

## What Don't You Know?

**M**R. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

storage and other charges have not been paid for one year or more; this of course after the necessary notice by registered mail to the parties owning the goods and after the goods have been advertised for two consecutive weeks in the daily papers, etc.

We sold a certain lot of goods in foregoing manner on Dec. 29, 1924. On May 25, 1925, a furniture company of this city came forward claiming part of the money and contending that, on account of their having a claim on them when put in our warehouse (of which we had no notice), we were liable for them. For the same reason they refused to pay storage charges on their part of goods stored here.

We had supposed that by advertising the sale of the goods in the papers we were free from any such claim. We would like your version of the legality of the foregoing in view of any such further claim.—*S. S. W. Co., Worcester, Mass.*

Answer: See the answer to the inquiry of *B. G. C. & S. Inc., Rochester, N. Y.*, on this page, as it answers your inquiry also.

## Exorbitant Charge Alleged

**L**EGAL EDITOR, *Distribution and Warehousing*: We would appreciate your answering through the columns of *Distribution and Warehousing* this letter if you can consistently do so.

This is a question of what constitutes a reasonable storage charge a month and whether we have any recourse where we consider storage charges exorbitant.

This is a case where one steel safe refused by a customer at Youngstown, Ohio, was placed by the railroad company in a storage warehouse. We surrendered to the warehouse company the original bill of lading covering the shipment and instructed the warehouse to transfer the shipment from the account of the railroad company to our account and bill us at the regular monthly rate. This safe remained in the warehouse a year before we had a sale for same and no bill was rendered by the warehouse until the safe was re-shipped, at which time shipment was made with storage advanced, shown as advanced charges at the rate of \$2.50 per month. This safe weighs 720 pounds.

On our taking the matter up with the warehouse company, complaining of the charges, they stated that they had a contract with the railroad company that allowed them to charge 75 cents per month for the first 100 pounds and 25 cents per month for each additional 100 pounds.

We have pointed out to them that the amount mentioned represents the storage charges on the shipment stored for our account, and contended that storage charges of \$2.50 per month of a shipment of this size, stored for a regular commercial company, was exorbitant.

We very much dislike to be held up and would appreciate your advising whether in your opinion we ought to let the matter drop.

We do business all over the United States with warehouses and this is the first time we have ever been forced to pay anything like this scale of charging.—*A. M. Co., Atlanta.*

Answer: Perhaps the best advice to you would be to pay and not deal with the company again.

The only way the reasonableness of the charge or its unreasonableness can be established is by litigation—and that is not worth while when such a small amount is involved.

Why not quote the company the price you have actually paid on similar occasions? If they are the right kind of people you ought to be able to settle the matter between you, as you seem to be reasonable in your attitude.

## When An Owner Dies

**LEGAL EDITOR, *Distribution and Warehousing*:** We would like a little information if possible; viz, we took in some furniture and fixtures for storage. They were not very valuable and the storage bill at present just about equals the goods. About two months ago the owner died, evidently without heirs, and the estate will have to be settled by the Court, and all this time storage is running up.

We think all the owner has was what is in storage. Are we obliged to await the pleasure of the Court or have we a right to advertise these goods for sale for storage?—*S. T. S. & S. Co., Elmira, N. Y.*

Answer: As far as you are concerned you need not worry whether the owner be living or dead. Proceed to sell the goods under your claim of lien in the proper statutory manner, just as you always do.

## Charges on Rejected Goods

**THAT** a consignee is liable for storage charges on rejected goods left at a railroad station was the decision of the Georgia Court of Appeals lately in the case of *Bailey vs. Georgia R. R.*, 126 S. E. Rep. 896.

The Georgia Railroad brought action to recover storage charges upon a shipment of flour shipped by I. Jacobs from Atlanta and consigned to the defendant at Covington, Ga. It appeared that the freight charges were promptly paid when the flour arrived at Covington, but before the defendant had seen the flour. After the freight had been paid and the defendant had removed some of the flour, he went to the depot and told the agent there that the flour was not what he had bought and that he was not going to take it. The agent advised him to take the matter up with the shippers, as storage charges would accrue if the flour remained at the depot longer than forty-eight hours after 7 o'clock the next morning.

The flour remained at the station for eleven days after the expiration of the 48-hour period. The defendant then ordered it shipped to Atlanta. The shipment was made on a bill of lading naming the defendant as consignor and Jacobs as consignee.

It was held that the plaintiff was entitled to recover the storage charges. Upon appeal, a judgment for the plaintiff was affirmed. In affirming the judgment the Court said:

"If the consignee rejects the goods, the carrier's liability as such ceases, and he becomes liable as warehouseman. As such warehouseman he is chargeable with the duty of notifying the consignor of the consignee's refusal to accept the goods, and with the further duty of holding the same, subject to the order of the consignor. (*Ala. R. Co. vs. McKenzie*, 139 Ga. 410, 411, 77 S. E. 647, 648, (45 L. R. A. (N. S.) 18); *American Sugar Refining Co. vs. McGhee*, 96 Ga. 27 (1) 21 S. E. 383.)

"But where, under a contract of purchase and sale, goods are shipped in a single lot to the vendee, who accepts them, pays the freight, and actually removes and retains a portion thereof, but afterwards returns to the carrier a part of the goods so removed, and, with himself designated as consignor, returns all the unused portion of the shipment to the vendor, he is liable to the carrier for storage charges which accrued on the goods after their acceptance by the vendee and pending his negotiations with the vendor for their acceptance and return, irrespective of any equities which might exist as between himself and the vendor.

"The Court in this case therefore did not err in directing a verdict in favor of the carrier against the defendant vendee for the storage charges sued for."

## Lien Enforcement Case

**THAT** a carrier as bailee for a shipper may not hold shipped goods an indefinite time for the protection of its lien to the prejudice of the shipper but must enforce its lien within a reasonable time, is the interesting decision of the New York Supreme Court in the recent case of *Erie Railroad Co. vs. Kieser*, 125 Misc. page 283.

In this case it appeared that the railroad company, the common carrier, brought the action to recover shipping and storage charges on a carload of bran.

The car in question was originally shipped from Minneapolis to Toledo, Ohio, where the defendant became the owner thereof, about Dec. 21, 1920; and such owner, as consignor, caused it to be shipped from Toledo to Conewango, N. Y., to himself as consignee, with instructions to the carrier to notify Luce Brothers, at Ellington, N. Y., of its arrival.

The freight arrived at Conewango about Dec. 31, and on Jan. 1, 1921, plaintiff carrier notified the defendant con-

signee, and also Luce Brothers at Ellington, of such arrival.

Both defendant and Luce Brothers refused to accept the shipment and failed to advise plaintiff what disposition should be made thereof. The carload of freight was held by the plaintiff at Conewango until about Jan. 21, when it was transported by the plaintiff to Buffalo and held in the car until about Jan. 28, when it was unloaded by the plaintiff and placed in plaintiff's freight house in said city, where it remained until Jan. 19, 1922, when it was sold by plaintiff at public auction to the highest bidder for \$675.

The shipping and storage charges, including demurrage, exceeded the amount realized from the sale and were made up of the following items: shipment, Minneapolis to Conewango, \$217.63; demurrage at Conewango, \$63; demurrage and storage at Buffalo, \$1,465; unloading at Buffalo, \$20.55; reloading \$14.51; publishing and advertising the sale, \$14.40.

Plaintiff then sought to recover against defendant the balance of its charges, amounting to \$1,173.51, with interest.

The Court held accordingly that in an action to recover shipping and storage charges on merchandise delivered to the defendant as consignee, defenses alleging that the carrier unreasonably caused and permitted said charges to accumulate in an excessive amount by the adoption of an unreasonable method in the disposition of said merchandise, were proper, legal and sufficient in law upon their face, where it appears that, upon defendant's failure to accept said merchandise, the carrier held the shipment in one of its warehouses for a year and sold it at public auction at a price less than the shipping and storage charges, though said merchandise could have been stored with warehousemen whose rates were less than plaintiff's rates, as said defenses did not seek to raise the question that the rates for transportation, storage and demurrage, as scheduled in plaintiff's tariff were unreasonable, but rather that said rates had been unreasonably and improperly applied, and, therefore, it was not necessary that the matter be first brought before the Interstate Commerce Commission.

## Reo Price Cuts

The Reo Company of Lansing, Mich., has reduced the prices of its 4-cylinder 1½-ton speed wagon to \$1,035 and 6-cylinder 1½-ton speed wagon to \$1,185.

(Mich.) Where goods were damaged while in hands of carrier, and shipper, at request of carrier and without surrendering bill of lading, undertook to recondition such goods in order that carrier might reship them, and goods were thereafter destroyed by fire while in shipper's warehouse, held that, though actual possession of goods

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

was in shipper, constructive possession was in the carrier, and carrier was liable for their loss.—*Curtis Tire & Rubber Co. v. Goodrich Transit Co.*, 203 N. W. 522. Key No. 114.

(S. C.) Where defendant in action on note alleged that plaintiff bank had held certain warehouse

receipts as security and had sold goods stored, and received proceeds in amount sufficient to pay note, it was error to direct verdict for plaintiff on theory that orders of bank which warehouse had treated as authority for release and delivery of goods were wholly ineffective for that purpose; real issue being whether plaintiff bank had received proceeds of goods, regardless of whether release by warehouse was authorized or not.—*Norwood Nat. Bank of Greenville v. Hutchings-Craig Co.*, 127 S. E. 605. Key No. 15 (3).

(Tenn.) Warehouse receipts, reciting that cotton was accepted for storage for one year from date only, and pledged more than year after date, held negotiable, especially in view of Acts 1909, c. 336, § 5, requiring that no provision shall be inserted in negotiable receipt that is non-negotiable.—*Starkey v. Nison*, 270 S. W. 980. Key No. 15 (1).

(Wash.) Where warehouseman, having notice that wheat stored was wanted for seed, delivered other wheat wholly unsuitable, issue of special damage by reason

of loss of crop, held properly submitted to jury.—*U'Ren v. Falls City Mill & Feed Co.*, 235 P. 2. Key No. 25 (5).

(Wash.) Where original contract between lessor and lessee of safety deposit box, limiting lessor's liability for loss, expired at end of first year, and thereafter relationship was continued under contract containing no limitation as to amount of lessor's liability, held that lessor could not set up limitation in original contract in act for loss of valuables by lessee.—*McDonald v. Wm. D. Perkins & Co.*, 234 P. 456. Key No. 45.

(Provisions of contract between lessor and lessee of safety deposit box that "lessor shall use diligence that no unauthorized person shall be admitted to any rented safe, and beyond this lessor shall not be responsible for contents of any safe rented from it," held to relate to degree of care required of lessor in identification of parties claiming to be its customers, and not to relieve it of its duty as bailee for hire to guard property placed in its charge.—*Id.*)

(Wash.) The lessor of a safety deposit box has burden of explain-

ing disappearance of valuables from box under its absolute control by showing that loss did not result from any fault or negligence on its part.—*McDonald v. Wm. D. Perkins & Co.*, 234 P. 456. Key No. 47.

(In action by lessee of safety deposit box against lessor for loss of valuables from box, where lessor was unable to account in any manner for loss and lessee made *prima facie* case, question was one for jury.—*Id.*)

(U. S. C. C. A. Ohio) Tariff schedule, fixing storage charges for storage of freight, which is liable to be damaged by the elements, and must be stored at carrier's risk, either in carrier's warehouse, or, at carrier's option, in public warehouse, held inapplicable to lumber piled on railroad's right of way, in view of note to tariff schedule rule providing for storage, free of charge, of freight which is not liable to damage from the elements, and is not to be handled through freighthouses on railroad's vacant land at owner's risk.—*Payne v. Rogers*, 4 F. (2d) 827. Key No. 30.

## Improved Fifth Wheel Distributes Trailer Pay Load

THE Warner Manufacturing Co., Beloit, Wis., has made an important improvement in its line of automatic detachable trailers by the design of a new fifth wheel coupling which permits considerable variation in distributing the weight of the pay load over all six wheels of the attached truck and trailer so that larger loads may be carried in States where there is restriction on allowable loads per axle.

The keypoint in the construction is that the fifth wheel is not stationary on the trailer but moves in a track of its own. In its attached position it may be as much as 24 inches to the rear (on the trailer) of its detached position. This throws the trailer farther forward on the tractor and so puts a larger share of the burden on the driving wheels of the truck than has before been possible with automatic trailers. The amount of movement possible is planned to meet the particular requirements of the load to be carried.

The fifth wheel connects with the kingpin mounted on the tractor by a set of jaws which run in a track and lock around the kingpin. To pick up the trailer the driver backs up and makes connection between the kingpin and the fifth wheel jaws. As he continues to back, the landing wheels are raised automatically, the jaws are locked around the kingpins, the automatic air brakes with which the trailer is

equipped are released and he may drive forward at once.

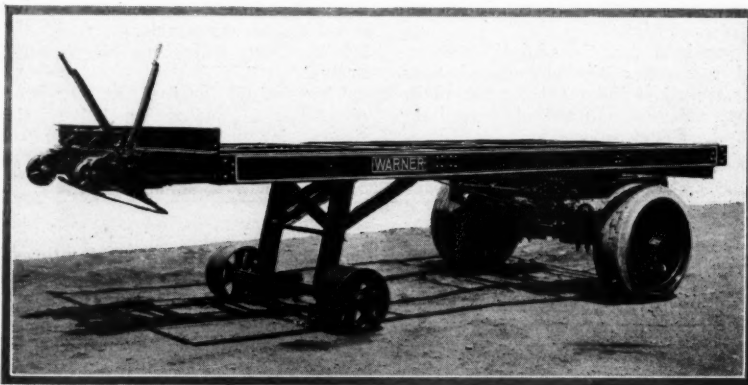
To disconnect the trailer the driver pulls the outside lever located within reach from the running board, thereby releasing the fifth wheel mechanism and locking the trailer brakes. As the tractor is driven forward the fifth wheel slides to its forward point of travel on the trailer, the jaws spring apart, releasing the kingpin, and the trailer drops on its supporting legs, which co-ordinate automatically with the disconnecting process.

The trailer load is carried on a flat

steel circle forming the lower part of the fifth wheel which rides on a flat steel plate on the truck. The supporting area is approximately 180 square inches. The tractor part of the fifth wheel mechanism can be fitted to any type vehicle without frame alteration.

### Lawrence Co. Leases Plant

The Lawrence Warehouse Co., San Francisco and Oakland, has taken over under lease a warehouse in Richmond, Cal., and will operate it for storage purposes.



Automatic detachable trailer showing landing wheels, fifth wheel circle and operating levers



# WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of *general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Warning to Trade Associations by Assistant U. S. Attorney General

THE Federal Government is prepared to move swiftly and effectively against trade associations which violate the law, William J. Donovan, Assistant United States Attorney General in charge of anti-trust prosecutions, said in an address before the Association of State Attorneys General in Detroit on Sept. 1.

Mr. Donovan announced an end to the Department of Justice's policy of waiting and said that trade associations could no longer plead ignorance of the law's provisions.

"The plea of uncertainty can no longer be taken advantage of by the trade associations," he said. "Decisions by the Supreme Court have laid down their rights, their privileges and their limitations. Properly read, those decisions emphasize also that the misuses of information to effectuate contracts, agreements or understandings, or any concerted action through combinations which has the necessary tendency to destroy competition through price fixing, restriction or production or other similar results, is unlawful.

"The course has been charted. Deviations from the course must meet the natural consequences following upon conscious violations of the law."

Mr. Donovan said that the trade associations had important work to do in the upbuilding of industry, in the standardization of production and in a general constructive effort, but he warned against pitfalls into which "the new freedom" granted by a definite construction of the law might lead.

## Receipts and Cost Finding Discussed by A. W. A. Cold Storage Division

THE cold storage division of the American Warehousemen's Association held its third regional conference in Atlantic City and formally organized a regional body for the eastern section of the country, with O. C. Mackay, manager of the cold storage department of the Quincy Market Cold Storage & Warehouse Co., Boston, to serve as chairman and R. H. Diedrich, secretary of the Heermance Storage & Refrigerating Co., New York, as secretary. It was decided to hold the fourth regional conference in connection with a meeting of the National Poultry, Butter & Egg Association in New York in October.

A. W. A. members from Boston, Chicago, Jersey City, New York, Philadelphia, Richmond, Pittsburgh, Providence, St. Louis and Washington, D. C., attended the Atlantic City gathering, at which George M. Weaver, Chicago, the cold storage division's president, presided. Gardner Poole, Boston, the association's president, participated in the discussions. Government representatives present included Alexander B. Galt, Division of Simplified Practice, Department of Commerce, and Dr. Charles Brooks, Senior Pathologist, Department of Agriculture.

Ralph C. Stokell, Chicago, in his re-

port as the division's executive secretary alluded to the recent United States Supreme Court decisions relating to trade association activities and said it was good to note such favorable action as the permission granted to allow the release of information as to costs, volume, past transactions and other data important in the proper conduct of an association's affairs. His office, he said, would aim to keep within the scope of activities permitted under the decisions.

### Cost Systems Urged

J. Earle Bacon, Providence, urged adoption by every cold storage warehouse company of a system whereby a study of costs in the individual plant could be carried on so as to provide each executive with accurate knowledge along this line. Mr. Bacon referred especially to the handling and administrative phases of warehousing. It would be, he declared, an incentive to the foreman to work for constant improvement in efficiency of operation if he knew that a cost system was in effect which provided charts, graphs, reports, etc., of labor distribution, including idle time, to be placed periodically before the operating executive of the plant. Such a system would, too, he pointed out, stimulate the

executive to examine more in detail the warehouse payroll, power house expense and administrative policies. Mr. Bacon recommended the monthly billing plan, saying it effected economy of office labor, postage and stationery, etc., which, being part of the overhead, rightfully increased rates.

H. C. Lewis, New York, gave a talk on warehouse receipts, saying in part:

"The integrity of the negotiable warehouse receipt is a matter which I believe all responsible warehousemen should consider at this time, particularly in view of the disclosures of unlawful practices in the past few months, where fraudulent receipts were issued in the Sands onion case in upper New York State and the Ficke Warehouse, Inc., in Brooklyn, with which cases you are no doubt familiar.

"The negotiable warehouse receipt is now generally recognized by banks as a safe collateral for loans, and it devolves upon the individual warehousemen to safeguard in every way the issuance of such receipts in order that the confidence of the banks and financial institutions in same be at all times maintained. Likewise, storers and bankers should see that the warehouse company with whom they are doing business is

one of responsibility and established reputation and whose management is under men of the highest moral character.

"The negotiable warehouse receipt is a very familiar piece of paper to most of us, and it is possible that with some warehousemen the very familiarity with it has brought about carelessness and a lack of respect for the laws applicable to its issuance and the delivery of the merchandise represented by it.

"I believe we should give careful thought to our individual system of guarding the issuance of a negotiable warehouse receipt by our clerks in order that no receipt be issued without being properly authenticated. When a receipt is placed before an officer of a company for signature, in most cases he must assume that same is correct and that the merchandise represented thereby is in the possession of his company. To insure the correctness of a receipt in every detail, the company I represent, upon the request of a customer for a negotiable warehouse receipt, first checks with the chief clerk at the warehouse where the goods are located, confirming the details as to number of packages, etc., and a notation is immediately made on the records at the warehouse office of the issuance of the negotiable receipt, which of course is later confirmed on our regular forms. Our system provides an original and two carbon copies of the receipt being made at the same time, the original being handed to the customer, one copy going to the warehouse office and one copy remaining in our main office from which the record is posted to the actual lot card (when merchandise is reported from the warehouse).

#### Delivery of Goods

"We feel it is very desirable that an exact copy of the receipt we have issued is on file in our office, which fact is accomplished by making the carbon copies already referred to. Our negotiable warehouse receipts must bear the signature of the chief clerk in our main office, which confirms to the executive of the company signing said receipt the fact that it is correct in every detail.

"Another feature connected with the negotiable warehouse receipt is a matter which also should be given consideration, and that is: the release and delivery of goods represented by the warehouse receipt.

"Our company is daily in receipt of letters from banks, as no doubt most of you may be, advising that they are holders of certain negotiable warehouse receipts for money advanced, and to make no delivery of goods except on their authority. Naturally our reply to them, in acknowledging their letters, is to say that no delivery of merchandise represented by the warehouse receipts held by them can be made except on the return of the receipts to us. Again, you have been requested by banks holding your negotiable warehouse receipts to make delivery of some of the goods represented thereby, which delivery they

say will be indorsed by them on the warehouse receipt.

"A thorough understanding of and compliance with the law relative to the delivery of goods held on negotiable warehouse receipts should deter you from making any partial delivery of goods except same is indorsed on the receipts by your duly authorized representative.

"The Warehousemen's Association of the Port of New York, recognizing that the unlawful practice of issuing duplicate and triplicate warehouse receipts on the same lot of goods has had the effect of shaking the confidence of banks and financial institutions to some extent in the value of negotiable warehouse receipts as a safe collateral for loans, has adopted a resolution condemning such practices as a violation of law and a betrayal of that confidence essential to the conduct of trade, and, furthermore, pledging their efforts to maintain the integrity and security at all times of negotiable warehouse receipts issued by their members."

On behalf of Secretary Hoover's Division of Simplified Practice Mr. Galt alluded to the simplified forms worked out some months ago in conference between the American Warehousemen's Association and the Division and announced that a revision conference would be called to recheck the documents already adopted. He made the statement that the saving in one year should be more than enough to pay for the conference. Mr. Galt reiterated the willingness on the part of the Department of Commerce to assist the industry in every way.

Mr. Mackay reported that a set of Terms and Conditions for the cold storage division had been tentatively agreed on and would be presented at the A. W. A.'s annual convention at Washington in December.

President Poole stated in connection with the Terms and Conditions that he felt that fundamentals only should be adhered to and that no question as to tariff charges should enter into any set of standard Terms and Conditions.

Mr. Bacon, speaking as a member of the A. W. A. simplification committee, announced that in response to a questionnaire sent to the division's members twenty-seven had replied and all were favorable to the forms. The committee, he said, was now working out a special egg damage report form.

#### New Members

Membership changes in the American Warehousemen's Association are announced by Charles L. Criss, Pittsburgh, general secretary, as follows:

New members, O. K. Transfer & Storage Co., McAlester, Okla.; W. M. Lawson, president and manager, and C. M. Coppedge, secretary and treasurer; and the Stillwell Cold Storage Co., Hannibal, Mo.

Resignations, J. C. Buckles Transfer Co., Cincinnati; Colorado Transfer & Storage Co., Pueblo, Colo.; Columbia Terminals Co., St. Louis; Joplin Trans-

fer & Storage Co., Joplin, Mo.; Port Commission (Corporation of City) of Norfolk, Va.; Royal Transfer Co., Winnipeg, Can.; Sodus Cold Storage Co., Sodus, N. Y., and the Upton Cold Storage Co., Rochester, N. Y.

#### Convention Committee

The following have been appointed members of the local committee to handle details in connection with the holding of the American's annual convention, at Washington, D. C., beginning Dec. 1.

C. A. Aspinwall, president Security Storage Co., chairman; Wrisley Brown, president Terminal Refrigerating & Warehousing Co.; George E. Fleming, second vice-president Terminal Storage Co. of the District of Columbia; James L. Karrick, president Fidelity Storage Co.; C. Van Wyck Mott, secretary United States Storage Co.; Robert S. Nash, manager Meropolitan Warehouse Co.; John L. Newbold, president Merchants Transfer & Storage Co., and A. B. Willis, proprietor National Capital Storage & Moving Co.

#### Minnesota

AN innovation in the activities of the Minnesota Warehousemen's Association was the holding of a recent bi-monthly meeting on board the lake steamship Harmonic from Duluth to Port Arthur and return. Thomas J. Skellet, Minneapolis, president, was in the chair at the business session, and the wives and other feminine members of warehousemen's families went on the outing. Some of the high lights of the discussions at the business gathering are as follows:

In the report on the household goods division activities it was brought out that in the Twin Cities the furniture warehousemen were considering opening a combination sales store for goods disposed of for charges; that the probable expense of such a store would be about \$6,800; that profits would make the store nearly self-supporting, and that additional profits might be earned by the sale of new furniture.

"We haven't perfected the plans yet," G. R. Truner, Minneapolis, told the members, "but we believe it can be worked out if we can get a good location and a man, who thoroughly understands values, to sell these goods during the year at any and all times, filling in perhaps with goods to keep the store in operation."

George A. Hamley, Minneapolis, chairman of the merchandise committee, outlined as the two outstanding problems before the merchandise members the revision of the division's Terms and Conditions in Tariff No. 6 and the warehouseman's attitude toward city assessors with regard to taxation of shippers' stocks in public storage plants. Regarding the terms and conditions, he said, in part:

"For a long time the matter of the



trap car has been a disturbing factor in our association work. Some houses having trap cars have not felt like making what other members believe should be a fair and reasonable charge for that service, and other members of the association not being in a position to give trap car service, have either endeavored to compete with it by using trucks and teams for cartage and giving away their cartage at less than cost in order to compete, or else let the business go by the boards and go into the houses of companies who are able to give trap car service. . . .

"It is possible that the matter may come up again and be satisfactorily disposed of, but at the present time it looks as though we were at a deadlock and would not be able to accomplish anything in that line."

#### *The Situation Today*

The present status of taxation situation was explained by Mr. Hamley as follows:

"It seems that the city assessors in all the cities of Minnesota have been more aggressive this year than usual in their attempt to tax goods in public warehouses, because of the attitude of the Minnesota Tax Commission at St. Paul.

"At the time the law was repealed, which required us to list on May 1 the names and addresses of our stores, we had to combat, in the State Legislature, the Tax Commission as represented by Mr. Arneson. Mr. Arneson, who was one of the instigators of the law that was passed in 1921 requiring warehousemen to perform that service, was quite hostile to its repeal, and since the Legislature passed the repeal bill, in opposition to his wishes, he has taken a retaliatory stand in the matter by reverting back to the law of 1913, giving the assessor right to enter buildings for the purpose of listing property; and he instructed the assessors of the Twin Cities to see to it that all goods in public warehouses in those cities were listed. That brought about, in Minneapolis, a request from the city assessor in the form of five men, employees of the assessor's office, who called at our office one morning and asked me to permit them to go through our warehouse and list up all the property they saw, taking from the merchandise names of the products and the manufacturers, for the purpose of making up tax lists to be assessed against such parties whose names appeared on the merchandise. Knowing that they had no right of access to our books and records, they were going to take that means of approaching the manufacturer, with a view to bringing us as warehousemen to the stand under oath to give such information as they might desire as to whether or not they had rightly assessed such manufacturers, and in that way perhaps ownership might be determined. They said: 'In lieu of giving you all that trouble, we would be willing to have you open up your books and records. That will, of course, relieve your customers of a good deal of annoyance and bring about a happy solution of the problem.'

"We absolutely refused to give them that information from our books or permit them to go through our warehouses to list up the merchandise. This brought about a conference with the city assessor. At that time Mr. Adams was assessor of Minneapolis, and he talked to us very fairly; he said he had the law on his side; that all he wanted to do was what he had taken his oath of office to do. We talked it over with him, told all the ramifications in connection with it; told how, through the vigorous attitude of the Tax Commission and city assessors of Minnesota, they had driven a lot of business out of the State and had done a great deal of harm to the warehousing business here. We employed an attorney, Mr. Clinite, and he and his associate went with us on our visit to the assessor. The assessor called in Mr. Wiggins, assistant city attorney, and a very able lawyer, to discuss the legal aspects of the case. We had been told by Mr. Clinite that the city assessor had no right to intrude into our warehouses, go on the different floors and list the merchandise—that such entry must be through orders of the court, or on a writ of mandamus.

"Shortly afterward, through a change in the City Council, Mr. Adams lost his position and Mr. Walquist was appointed in his place. Early in July we received a request from the new city assessor for a conference, and a committee of six, with two representatives from each division, was appointed, with Mr. Skellet as chairman. A conference was held with Mr. Walquist—we spent all one afternoon with him. Mr. Walquist finally said he was willing to let the matter rest where it is for this year, that it was altogether too late now to make it possible to find out, by right of entry, just what was in the warehouse on May 1. His feeling was this: He assumed a friendly attitude toward us, but he told us they had assessed something over two million dollars worth of property in Minneapolis warehouses a year ago, and this year it amounted to only about half of that; that inasmuch as the Tax Commission had been so zealous as to taxing goods in warehouses, he was afraid they would use those figures against us, and perhaps at the next session of the Legislature enact such drastic legislation as would work us considerable injury. He put us, in a measure, on honor to give such information as would enable them to assess taxes equal to those of a year ago. In combatting that, we brought out that the attitude of the Legislature had brought about so much hardship, and had driven many customers to reduce their stocks about the first of March, that naturally there were not so many goods in storage on the first of May of each succeeding year. Upon considering the matter and taking it up with the deputy assessor, Mr. Hansen, he found out that a number of good sized accounts in warehouses had made returns—one of \$50,000 was not included in their report of warehouse stocks, and they hadn't finished the work yet. We were personally willing to let the matter rest

where it was. Mr. Walquist was willing to let the matter rest where it was.

"We feel, as far as Minneapolis is concerned, that nothing further will be done. They are using the lists of last year and have sent out notices to our customers of a year ago, requesting them to make returns on merchandise on hand."

President Skellet, commenting on Mr. Hamley's report and looking into the future, said:

"As far as the coming Legislature two years from now is concerned, I am not a bit worried. I think the very evidence Mr. Walquist thought might be used against us—on account of the small returns—we will use to show what that law has done to chase business out of the State, and perhaps suggest a law similar to that just passed by New Jersey."

(The New Jersey law, enacted some months ago, completely exempts from taxation shippers' stocks in public warehouses.)

#### *"Goods in Transit"*

The problem of "goods in transit" was brought up and Mr. Skellet said:

"We had that question up for two hours with our former city assessor and Mr. Wiggins, assistant city attorney, and our two attorneys, trying to decide just what goods were 'in transit.' They finally got it established that they would define goods in transit—the lawyers couldn't quite agree, but it is my impression that they were willing to take it—that goods destined for delivery outside the State would at least be considered in transit. Some of us took the stand that all goods going out of the city were just at rest for the time being and that these goods were in transit. The next thing is to know, on the first of May, just what amount of goods will go out of the State when finally ordered out of the warehouse. The matter is so complicated that it is pretty hard to decide anything definitely."

Commenting further on the situation, Mr. Hanley said:

"The city assessor told us that the reason for their zeal was that a number of jobbers got after the commission. 'Why don't you get after some of these competitors of ours? You tax our stocks, but our competitor from another State who stores his goods in some warehouse and competes with us gets by without any tax.' There are in Minneapolis organizations selling a lot of merchandise in the same manner and distributing among the grocers in direct competition with the jobbers, storing their goods at a low rate with a certain warehouse company, so the jobber, being taxed for the merchandise he has, is egging the assessor on.

"When it comes to the matter of whether merchandise is in transit or at rest, the first assessor attempted to put it up to us that he would send men into our warehouses to go around to the different stocks of merchandise and we could give our opinion as best we could as to whether or not the goods were in



transit, but he didn't get very far with that. He had no right to put it up to the warehouseman to discriminate among his customers as to who should be taxed and who should not. My natural answer to that question would be that it was all in transit as far as we knew. I believe the assessor arrived at some sort of compromise in making assessments, as regards goods in transit. When it comes to the matter of whether goods are in transit or at rest, the warehouseman says they are in transit; and the assessor, at rest. He told us that when these goods were turned over to warehousemen in the city, the city was then called upon for fire duty and police duty to protect them, that the city was entitled to the tax, that the law of 1913 compelled the assessor to find that merchandise and assess it, that 'it is up to us to find the merchandise and we have no other alternative.'

W. W. Morse, Minneapolis, gave this viewpoint as to what constitutes goods in transit:

"My understanding is that the interpretation the assessor is going to apply is this: A customer will come to the city and place certain goods in a warehouse, some of which are going out of the State. The assessor will say to him: 'If you will furnish me a record showing the proportion of goods which last year moved out of the State, then we will apply the same proportion to goods this year.' That seems to be the decision arrived at as to how assessments will be made in the future."

The meeting next considered the Minnesota law enacted at the last session of the Legislature whereby trucking companies will in 1926 be subject to a 10 per cent license tax on their trucks instead of 2½ per cent as heretofore. It was brought out that the legal departments of the White, Mack, Federal and GMC motor truck companies were in sympathy with the warehouse industry against the law and had pledged money to fight it. On motion by H. H. Chamberlain, Minneapolis, the Minnesota association agreed to work with the Twin City Transportation Association in fighting the statute.

#### Truck Owners Organize

Subsequently the Minnesota Commercial Truck Owners' Association has been organized in Minnesota and has retained counsel instructed to file application for an injunction to restrain the Secretary of State from enforcing the provisions of the State motor vehicle license Act amendment under which the owners of "for hire" trucks will next year have to pay license fees far in excess of the present schedule.

The committee which formed the new association comprised Mr. Skellet, who is president of the Skellet Company, Minneapolis, as chairman; James H. Ryan, manager of the Ryan Brothers Transfer & Fuel Co., Hibbing; W. F. Sailor and J. D. Ryan of St. Paul, and, as secretary, J. C. Vant Hul, Jr., of the Twin City Transportation Association.

#### Isaac Goldberg



*Recently elected president of National Team and Motor Truck Owners' Association, Mr. Goldberg is president of the Merchants' Truckmen's Bureau, New York City*

#### Pennsylvania

**P**REDICTION that public warehousing will become as potent a factor in stabilizing commodities for distribution as the Federal Reserve System has been in stabilizing credits was made by Alvin E. Dodd, manager of the Domestic Distribution Department of the Chamber of Commerce, addressing a meeting of the Pennsylvania States Warehousemen's Association at the Penn-Harris Hotel, Harrisburg, on Sept. 15. Mr. Dodd's talk is published elsewhere in this issue of *Distribution and Warehousing*.

Members of the association throughout the State attended the Harrisburg sessions, which were presided over by Philip Godley, Philadelphia, the president. Robert L. Spencer, Pittsburgh, secretary, read a paper touching upon the activities of the American Warehousemen's Association and discussed several recent Court decisions which affect the industry. He explained several rulings of the Interstate Commerce Commission, particularly one pertaining to unloading of shipments, at Pittsburgh, for which a charge is now being made by the railroads there.

—Sidney Barson.

#### New York

**T**HE New York Furniture Warehousemen's Association resumed on Sept. 14 the holding of its regular monthly meetings, about sixty members attending with William R. Wood, the president, in the chair.

The uniform methods committee, Grant Wayne, chairman, reported that it was preparing two forms to be added to the standard ones which the New

York association adopted several years ago. The new documents are an order form and a receipt form covering the storage of automobiles.

Discussion of the house-to-house hourly moving situation disclosed that many of the members were taking jobs on the contract basis. A committee was authorized to be appointed to inquire into this problem with a view to bringing in a recommendation as to practice.

The members considered a city ordinance amendment which, recently introduced in the Board of Aldermen, would require all cartmen transporting household goods to be licensed and bonded, and which would forbid public cartmen not engaged in the household goods moving business to advertise that they were conducting such business. Discussion developed opinion that the proposed amendment was not in itself objectionable but it was voted to have the legislative committee watch the situation.

—K. B. S.

#### Pacific Coast

**A**T the regular monthly meeting of the southern division of the Pacific Coast Furniture Warehousemen's Association, held on Aug. 12, F. L. Allen, Los Angeles, president of the California Truck Owners' Association, announced that an appeal had been taken to the State Supreme Court in the so-called Frost case and that the court's decision in that case would decide the question as to whether it was to be necessary for a van operator who makes trips to points outside his own city to have a franchise from the State Railroad Commission in order to do such hauling lawfully.

Mr. Allen stated that the Railroad Commission had shown an inclination to cooperate with the truck owners, but that on the other hand an attorney well versed in franchise matters, whom the Truck Owners' Association has consulted, had recommended that every operator should file an application at once for a franchise to cover the hauling in the outside districts in which he frequently operated, for the reason that, if an adverse decision should be rendered, the truck operators without such franchises would immediately be stopped from making any such trips. Mr. Allen recommended that the members of the P. C. F. W. A., as a group, employ a competent attorney to file a joint application for such franchises without delay.

It was moved that a committee of seven be appointed to investigate the necessity for filing such applications and to make proper recommendations. A committee was appointed comprising Judson M. Davis, chairman; Henry M. Burgeson, F. L. Allen, Frank R. Palmer, Rodney S. Sprigg, Milo W. Bekins and Arthur J. Gatter.

On Aug. 21 a special meeting was held, further to consider the problem and to hear the committee's report. Mr. Davis said the committee had conferred with an officer of the Railroad Commission

who had recommended that all operators doing hauling outside their respective cities should make application for franchises at once, prior to a decision in the Frost case, as deferring action until after that time might prejudice a favorable action on same.

Mr. Davis stated that a Mr. Eddy, an attorney familiar with franchise details, would be willing to handle applications for the P. C. F. W. A. members at wholesale rates, and that the cost to each applicant would be approximately \$100.

A general discussion ensued, and Mr. Palmateer stated that in talking with a man, Mr. Monroe, formerly connected with the Railroad Commission, it was Mr. Monroe's opinion that the occasional hauler did not come under the jurisdiction of the Railroad Commission. However, he advised that members apply for franchises at once, as the time might come when unlicensed trucks would not be allowed to operate, as so many franchises would then be effective as to make it difficult for a new applicant to show "necessity and convenience."

In the discussion it was stated that violators of the Transportation Act could be prosecuted only by a franchised carrier who complained against him, and that the complainant must stand the costs. Mr. Allen suggested that applicants for franchises should include points within a radius of 50 or 60 miles.

Mr. Bekins stated that a franchise was a big expense, considering all the details involved, and he estimated that the initial cost would run in the neighborhood of \$250. He pointed out the advantages that a franchise would offer if the operator's out-of-town cartage business was large enough to warrant the expense, but if the business was small that expense would probably not be justified.

After a further discussion it seemed to be the opinion of the majority present that, where a member's out-of-town cartage business was of considerable volume, he should protect himself by applying for a franchise, and that those not operating under franchise should organize themselves together to defend anyone of their number who might be complained against.

Mr. Allen moved that a committee be appointed to draft a contract for such a group mutually to support one another in the event of a prosecution being instituted against any member. The motion was adopted.

Mr. Davis moved that Mr. Allen be appointed a committee of one to consult with his attorney and draw up such a contract. This was carried.

#### Central Division

The August meeting of the Coast body's central division was held in Palo Alto on Aug. 21 with thirty-one members attending, with H. B. Lyon, Oakland, presiding. The San Francisco branch of the Judson Freight Forwarding Co., and King & Co., San Francisco, were elected to membership.

A call was issued by the chair for each

member to make it a personal matter to get one new member for the National Furniture Warehousemen's Association.

Ray Smith, secretary-manager of the Chamber of Commerce of Palo Alto, was the evening's speaker, with cooperation as the theme of his talk.

—H. H. Dunn.

#### Massachusetts

REPRESENTATIVES of financial interests attended a meeting of the Massachusetts Warehousemen's Association at the Exchange Club, Boston, on Aug. 20 and held a full and frank discussion of their various mutual problems. More than a score of bankers and storage executives attended, with George S. Lovejoy, Boston, the association's president, in the chair. The guests included Bowen Tufts, vice-president C. D. Parker & Co., investment bankers; W. F. Edlefsen, vice-president of the First National Bank, and E. F. Hanscom, assistant cashier of the Atlantic National Bank.

While Mr. Tufts devoted most of his talk to financing warehouses, he also participated in the general discussion of receipts that formed the principal themes of the talks given by Mr. Edlefsen and Mr. Hanscom.

"It is usually possible," said Mr. Tufts, "to finance a warehouse building if the land is valued at 40 or even 30 per cent of the total cost. If first mortgage bonds are issued the burden of fixed charges is usually reduced by a very low rate of interest. Additional bonds may be released to provide for growth. It is often possible to build on leased land with option to purchase. Under such a plan working capital is kept liquid."

Greater facility in dealing with banks when merchandise is in a public warehouse than when in private storage was stressed by some of the speakers. It was brought out that the experience of banks in loaning on receipts issued by warehouses owned or controlled by the owner of the merchandise had not been in all cases entirely satisfactory.

Many banks prefer non-negotiable receipts in the banks' names. Since such receipts transfer title to the bank it is important that the receipt should bear a statement of any accrued charges, either the amount or "charges from a given date." Delivery orders should bear the provision "on payment of all charges." Some warehousemen regularly notify banks when a second month's charges remain unpaid. Banking men feel that they all should do this for the protection of everybody. Statements were made that non-negotiable receipts in the name of the borrower have been accepted as collateral by banks, and in at least one case such a receipt had been accepted in turn by a second bank.

Suggestions were made as to the advisability of devising some plan by which the banks might check up on the quality and condition of merchandise on which they made loans. Receipts bearing a grading of such commodities

as cotton and wool would be very helpful.

In the general discussion the frailties of human nature were commented upon by nearly all present, some of whom cited instances of what happens from time to time. It was agreed generally that the human element rendered it difficult to insist on strict routine in such matters as a formal order releasing merchandise or the return of the receipt by the bank to the warehouse. That a policy of responsibility was necessary and should be put into practice at the earliest possible moment, was emphasized by Mr. Lovejoy and others.

Although the banks doubtless assume responsibility for whatever they may ask the warehousemen to do in such cases, this does not justify the latter to indulge in practices contrary to the law, nor does it relieve him from penalties provided in the Uniform Warehouse Receipt Act.

Such a better understanding of mutual problems between the warehousemen and representatives of related fields of activity resulted from the meeting that it was decided to plan others in the near future. Representatives of other banks, including those outside of the Metropolitan District, are to be invited, in order that a better knowledge of general conditions may be established and the opportunity for informal discussions may be extended.

#### Causes of Depression

Various members gave their own opinions as to the causes for the present depression in the local warehouse business. It was brought out that the railroads were an important factor because they had been forced through competition to speed up their deliveries in order to hold their freight business. The motor trucks were another factor. Not only had they cut into the railroads, but they had built up a highly developed system of fast transport from door to door, eliminating the necessity of putting goods in storage.

Then business men watch the markets more closely now, and with greater facilities for securing price quotations, they find it is not at all necessary to buy far ahead, as they were forced to do in other years. The growing tendency of shippers to plan their purchases and arrange deliveries so that they may take advantage of the period of grace allowed by the railroads free from demurrage, and storing for a limited period in unused buildings, was cited also as another practice.

More and more buyers are pooling together, securing a low rate for a full carload and dividing the cost. This also hampers warehousemen.

The chain store growth, whereby trucks take the goods and distribute them quickly, was held by other speakers to have a damaging effect.

Cooperative marketing and pool private storage, where the cost of space is pro-rated between a number of individuals or firms, also came in for its share of criticism.



It was said by some that the highly centralized and intensified methods of gathering and marketing such goods as apples, for example, must be taken into consideration in all future planning for expansion by the warehouse industry.

Many storage executives from Boston,

Fall River, New Bedford, Springfield and Worcester, Mass., and Providence, R. I., attended an outing of the Massachusetts association at the Squantum Club, on Narragansett Bay near Providence. A fish dinner was served by a local committee headed by William B. Mason, Providence.

In connection with the outing the organization's September meeting was held and it was agreed that some of the future gatherings should be held in cities outside of Boston, with a view to further stimulating interest in the association's affairs.

—S. F. Holland

## HERE AND THERE IN THE INDUSTRY

### San Diego Company Is Bought by Group of Local Capitalists

THE San Diego Ice & Cold Storage Co., operating approximately 900,000 cu. ft. of refrigerated warehousing space in plants in San Diego, Cal., has been sold for about \$750,000 to a group of capitalists and public storage executives, including J. D. Dunbar, vice-president of the Southwestern Ice & Cold Storage Co., who will be the active manager; E. F. Sanguinetti, president of the Yuma firm, and H. R. McClintock, president of the McClintock Storage Warehouse Co., San Diego.

O. C. Richards, president of the San Diego Ice & Cold Storage Co., and H. S. Richards, its secretary and treasurer, who have operated the business since its establishment in 1904, have relinquished their joint interest and retired from its management.

#### Statement by Dunbar

The company's buildings, occupying one and one-quarter blocks at Ninth Street and Imperial Avenue, in the heart of San Diego's industrial district, have proximity to the waterfront and are served by spur tracks to the San Diego & Arizona and Atchison, Topeka & Santa Fe Railroads. The company is a member of the American Association of Refrigeration and the Pacific States Cold Storage Warehousemen's Association.

"Owing to the increasing importance of San Diego as a shipping center and terminus for the handling of perishable

products grown locally and in Imperial Valley, the demands for car refrigeration are rapidly increasing," Mr. Dunbar said in making the announcement. "It is estimated that the company handles more than 75 per cent of the cold storage business of the city and manufactures more than one-fourth of the ice produced in this territory."

Identified with the company's new board of directors, in addition to Messrs.

Dunbar, Sanguinetti and McClintock, are F. J. Belcher, Jr., president of the First National Bank, and W. S. Dorland, president of the Security Commercial & Savings Bank. No change in the firm's name is contemplated.

The company will work in close cooperation with the McClintock company, the president of which, Mr. McClintock, has purchased an interest in the re-organized firm.

#### Gibson Buys Caldwell Company

Purchase of the business of the Caldwell Warehouse Co., operating 90,000 sq. ft. of floor space in merchandise storage plants in San Francisco, as a unit in the Lawrence Warehouse Co., San Francisco and Oakland, is announced by A. T. Gibson, president of the Lawrence company. A. B. Caldwell, a warehouse operator of thirty-five years' experience and who was president of the company that bears his name, has become a vice-president of the Lawrence firm.

The acquisition gives the Lawrence interests four warehouses in San Francisco and eight in Oakland, with drayage and lighterage service provided by the Bay Cities Transportation Co.

#### Rubin Leaves C. J. Co.

Louis H. G. Rubin has resigned from the Class Journal Co., after twenty-four years of service with that publishing company, to become a photo-engraving salesman for the Triangle Engraving Co., New York. He started in as a boy with the Class Journal Co. and for the past few years has been a member of the advertising and production company, in that capacity handling much of the advertising "copy" of *Distribution & Warehousing*.

#### Road Building Maintained

Road building this year "should be at least as great as in 1924," the Bureau of Public Roads, Washington, D. C., said on Sept. 8 in announcing that 23,000 miles of highways were built to grade or surface on the State systems last year. More than 17,000 miles of roads were surfaced, the bureau estimating the total surfaced road mileage in the State systems on Jan. 1, 1924, at 111,400.

#### New Kansas City Company

The Missouri Safe Deposit Co. has been organized in Kansas City, with capitalization of \$10,000, to own and operate warehouses for the storage of merchandise, furniture and other goods. The incorporators are W. S. Webb, Watt Webb, Jr., F. W. Webb, Oliver Carlat, E. B. Murray and J. W. Kessinger. Articles of incorporation have been granted by Missouri's Secretary of State.

#### New Chevrolet Truck

The Chevrolet Motor Co. has announced a new 1-ton general purpose truck chassis which, listing at \$550, supersedes the previous utility express models. The newcomer has a heavier frame and a longer wheelbase and is carried on semi-elliptic springs all around.

#### Dunn Handles McDougall Storage

A. C. Dunn has taken over the general storage work of the McDougall Terminal Warehouse Co., Duluth, Minn. As general superintendent he will supervise the actual storage and handling conditions in the warehouse.

#### Anaheim Co. Seeks Franchise.

The Anaheim Transfer & Storage Co., Anaheim, Cal., has filed with the State Railroad Commission an application for a permit to operate a motor freight service between Anaheim and Los Angeles.

#### Wanted: Space

The port of Miami, Fla., needs 250,000 square feet more of warehouse space to meet its warehousing needs, according to a recent statement by J. T. Bennett, Miami agent for the Baltimore & Carolina steamship line.

#### Massachusetts Truck Fees

Massachusetts truckmen and forwarders to do business in the Bay State after Jan. 1 next, will have to pay more to register their trucks than they are paying in 1925. The minimum has jumped from \$10 to \$20.

The new State law provides that all vehicles carrying freight, goods and merchandise shall pay 50 cents per 100 lb., which includes weight of vehicle in its maximum carrying capacity. The present statute exacts only a flat rate of \$10 a ton.

Under the new law 5-ton trucks with their chassis and body weighing about as much as their carrying capacity will pay a unit registration fee of \$100. This represents a jump of 100 per cent.



**"I will not be satisfied until my fleet is wholly Autocars"**



4-cylinder Autocar (van body) owned by L. R. Woodson, of Richmond, Va.

"I bought my first 5-ton Autocar in February, 1923, and the operation of it was so economical that in November, 1924, I bought another and when I decided to put on a van this summer, I thought of nothing but Autocar. As my business grows and I need more trucks, they will be Autocars, and I will not be satisfied until my entire fleet is composed of them.

"I have one of the Autocars on my regular freight route to Petersburg and if I have to remove it for

any reason and put on some other truck, I have a grumbling driver on my hands. He says he saves at least an hour on account of the ease with which he can handle the short wheelbase Autocar in the narrow streets of Petersburg.

"Your local service is excellent and they do everything in their power to get the truck back on the job as quickly as possible. To one who does long distance hauling work, your system of Direct Factory Branches is better, for I know that in case of trouble on the road I can always get prompt service at any time."

### The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

#### Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

|                |              |               |              |               |                |                 |
|----------------|--------------|---------------|--------------|---------------|----------------|-----------------|
| *Albany        | *Buffalo     | *Detroit      | *Memphis     | *Paterson     | *San Francisco | Tampa           |
| *Allentown     | *Camden      | *Erie         | *Miami       | *Philadelphia | *San Jose      | Trenton         |
| *Altoona       | *Charlotte   | *Fall River   | *Newark      | *Pittsburgh   | *Schenectady   | *Washington     |
| *Atlanta       | *Chestertown | *Fresno       | *New Bedford | *Providence   | Scranton       | West Palm Beach |
| *Atlantic City | *Chicago     | *Indianapolis | *New Haven   | *Reading      | Shamokin       | *Wheeling       |
| *Baltimore     | *Cleveland   | *Jersey City  | *New York    | *Richmond     | *Springfield   | Wilkes-Barre    |
| *Binghamton    | *Columbus    | *Lancaster    | *Norfolk     | *Rochester    | *St. Louis     | Williamsport    |
| *Boston        | *Dallas      | *Lawrence     | *Oakland     | *Sacramento   | *Stockton      | *Wilmington     |
| *Bronx         | *Denver      | *Los Angeles  | *Orlando     | *San Diego    | *Syracuse      | *Worcester      |
| *Brooklyn      |              |               |              |               |                | York            |

\* Indicates Direct Factory Branch

**Autocar**  
gas and electric trucks  
**EITHER OR BOTH - AS YOUR WORK REQUIRES**

## Shippers' Opinion Sought as to Store Door Delivery

SEVEN thousand shippers in the New York City district have received from W. H. Chandler, chairman of the store door delivery committee of the Atlantic States Shippers' Advisory Board, a questionnaire requesting their opinions on the advisability of inaugurating a local store door delivery system. The sentiment of shippers in other Eastern cities is to be ascertained also, officers of the committee holding that the adoption of such a system would conserve great sums of money annually. The Chandler committee is working in cooperation with one appointed by the carriers and headed by J. W. Rogers, the Pennsylvania Railroad's general superintendent.

"With the exceptions hereafter shown," Mr. Chandler said in connection with his committee's activities, "no railroads serving New York have arrangements of any kind for trucking service to and from the shippers' places of business or warehouses.

"The Lehigh Valley and the Delaware, Lackawanna & Western railroads have arrangements whereby shippers or consignees can obtain direct collection or delivery of their shipments at their places of business without passing through their New York freight stations. The arrangement provides that these companies will pay the expense of trucking between the Jersey side and New York City to what is known as their 'conservative delivery' stations, which, generally speaking, is the center of West Street. Under the Erie Railroad arrangement, certain inland freight stations have been established at points on Manhattan Island. These inland stations are designed to take the place of pier delivery."

The advantages which shippers will gain by adoption of the store door delivery plan, as pointed out by Mr. Chandler, are the elimination of truck delays at the piers and the charges imposed for loading freight on trucks. He continued:

"The advantages to the railroads would be the increased capacity of the freight stations resulting from prompt removal of incoming freight and direct transportation to and from rail heads of a large part of the traffic that is now handled through the freight stations, thus reducing the need for additional station space, which is not, and cannot be made, available except at prohibitive cost at most of the important cities."

Mr. Chandler said the trucking charge, which would be reasonable, would be added to the freight rate if the store door delivery plan were established by the railroads serving New York. Pointing out the rapid growth of New York and the numerous problems to be met in increasing terminal facilities, he said:

"Some remedy must be devised, and in the change both carriers and shippers will have to change, in some respects, their methods of operation. The problem is to find some plan of operation sufficiently flexible to meet future requirements, at a cost that will be reason-

able, and at the same time impose no undue hardships on either the carriers or the merchants."

## Some Pertinent Questions Regarding Fire Prevention

OCTOBER 4 to 11, inclusive, is National Fire Prevention Week. Last year \$548,000,000 worth of property was burned in the United States. Here are some self-inspection queries which every warehouse executive will do well to ask himself:

1. Are there any accumulations of dirt or rubbish on my premises?
2. Is the basement clean?
3. Are the packing and shipping rooms cleaned thoroughly at closing time?
4. Is there any unnecessary combustible material in yard or court?
5. Is there any oily waste or other greasy material outside of approved waste cans?
6. Are any waste cans not emptied daily after closing hours?
7. Are there any broken windows, plastering, partitions, floorings, or other similar defects?
8. Are any aisles obstructed?
9. Are any entrances obstructed?
10. Is any woodwork or other combustible material too near steam pipes, boilers, flues or furnaces?
11. Is the fuel supply safely stored?
12. Are there any open flame lights near combustible material?
13. Are there any broken electric fixtures or loosened wires?
14. Are electric cords looped over nails or in contact with any other metallic objects or surfaces?
15. Are any electric fuses replaced by wire or other improper current-carrying materials or devices?
16. Are fire doors or shutters ever left open at night, or on Sundays or holidays?
17. Are fire-escapes obstructed, broken or out of order?
18. Are there any violations of rules on smoking?
19. Are all water pails, hose, nozzles and chemical extinguishers in place and in good condition?
20. Are any sprinkler heads coated or corroded?
21. Are any sprinklers obstructed by partitions, piles of merchandise, etc.?
22. Are any sprinklers or sprinkler pipes exposed to freezing?
23. How many sprinkler heads are kept in reserve?
24. Is there any part of the premises that the watchman fails to visit?
25. Are window openings protected from exposure fires?
26. Is combustible stock storage isolated by fire walls?
27. Where is the nearest fire alarm box?

## R. L. Franklin Dies

Robert L. Franklin, freight claim agent of the Pennsylvania Railroad, died in Philadelphia on Sept. 22. He was born in Lancaster, Pa., in 1862, and had served the Pennsylvania Railroad for forty-three years, beginning work as a warehouseman in the Lancaster freight agency. He was appointed freight claim agent in October, 1906.

## Motor Truck Manufacturers Lay Standardization Plans

AT a meeting of the Motor Truck Industries, Inc., at Buchanan, Mich., on Sept. 16, fourteen motor truck manufacturers by resolution adopted the report of the ratings committee on the limitation of sizes to be built as a basis for the different group committees to work on. The sizes are limited to four, namely: fast freight class, 1-ton and 1½-2 tons; heavy duty class, 2½-3 tons and 4-5 tons.

The meeting was the largest and most enthusiastic held so far, and various committees are going ahead with plans for the next meeting, to be held in Washington on two days of the week of Nov. 8, at the invitation of the Department of Commerce.

William R. Dawes, vice-president of the Central Trust Co. of Illinois, addressed the meeting on the subject of greater protection for loans. He commended the standardization work proposed and voiced opinion it would help both manufacturers and dealers, because it would result in better inventories and better credit.

"The worst problem the banker has to contend with," said Mr. Dawes, "is to know what to do with the assets of defunct truck manufacturers. Bankers know how difficult it is to dispose of truck parts, for which only junk prices can be obtained."

He added that he believed there was an era of prosperity ahead extending over the next four or five years, and that there would be no money stringency and no inflation. In conclusion he said the manufacturer must plug leaks by more attention to minor business details, and that fair dealing, maintenance of the quality of the product, the acceptance of reasonable returns, and careful scrutinizing of credits would determine the results to be attained by the real business man.

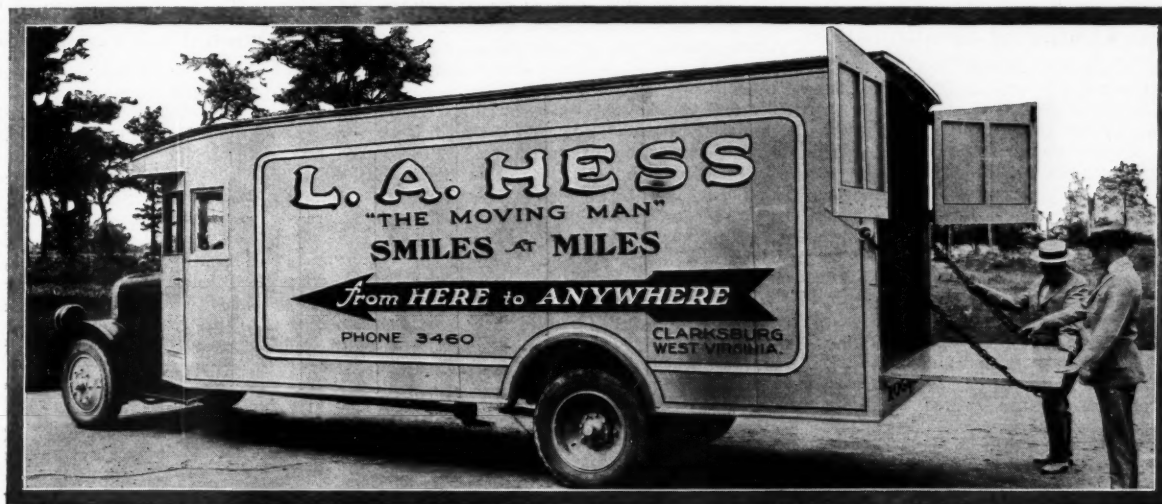
H. Colin Campbell discussed highway improvements as affecting standardization, declaring that the use of motor vehicles had forced the building of better roads. He foresaw the construction of 6,000,000 trucks during the next five years because of improved road conditions, and added that lighter trucks and twice the mileage were direct results of improved roads.

## Advertising Booklets Wanted

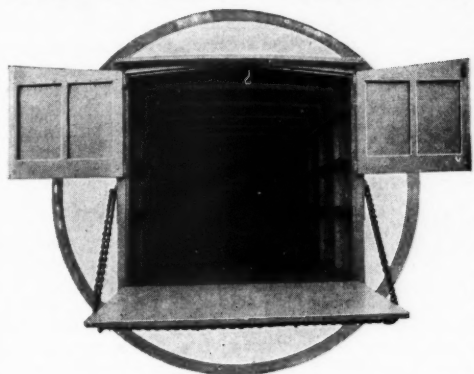
Warehousemen are asked to mail to William H. Schaefer of William H. Schaefer & Son, 30 Worth Street, Stamford, Conn., samples of their advertising booklets and other forms of advertising, as an aid to him in preparing similar literature for his warehouse.

## T. P. King's Daughter Weds

Miss Dorothy King, daughter of Tarrant P. King, president of the Northern Avenue Stores & Dock Corporation, Boston, was married in Milton, Mass., on Sept. 22 to Lincoln Flagg Brigham.



## Another RUGGLES ACHIEVEMENT—



*Interior view showing padded side rails*

**A specially designed, low-hung van body for long distance moving, mounted on six cylinder bus chassis—**

Six cylinder performance with extra power and stamina to go anywhere and back—

Dependability of Ruggles bus chassis construction with extra factors of safety and reserve strength beyond any probable strain or stress—

Long wheel base, enabling proper balance and ideal distribution of weight—

A low hung chassis that brings body close to ground for easy loading and elimination of rocking and swaying on the road—

Extra loading space without objectionable overhang—

Specially designed cab with berths for two men—

**ALL FEATURES COMBINE TO MAKE THE RUGGLES BUS-VAN the ideal equipment for all concerns engaged in long distance transportation.**

*Write for literature and full Information.*

**Ruggles Motor Truck Co.**

**SAGINAW, MICHIGAN, U. S. A.**



No matter what your hauling requirements may be, you will find a size and type of Ruggles Truck that will prove "just what you want— at a price you want to pay."

*Model 65  
Bus-Van Chassis*

# RUGGLES

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Secretary Hoover to Urge Continued Simplification

SECRETARY HOOVER'S policy of encouraging and aiding simplification is to be pushed during the coming winter by the Department of Commerce, according to statements made in Washington on Sept. 17.

A general program of simplification is being worked out for American industry, and it will depend for success on a showing that duplication means waste whereas simplification of practice means increased profits.

Ray M. Hudson, chief of the Division of Simplified Practice of the Department of Commerce, said the waste from duplication of designs and patterns was costing the United States billions of dollars a year.

"Failure to make ends meet," Mr. Hudson said, "has resulted in 90,000 business failures with liabilities of two and a half billions of dollars in the past five years, and one common cause of failure was found to be too many varieties, types, styles, grades, brands and minor variations of commonplace commodities. 'Variety creates expense—quantity creates income' is a lesson which is steadily being driven home."

Studies by the division of simplified practice have shown, Mr. Hudson said, that in the average business 80 per cent of the business is done in only 20 per cent of the varieties offered, and the profits are largely absorbed by the other 80 per cent of varieties which produce only 20 per cent of the business.

American business is recognizing to an increasing degree that the application of simplified practice makes more efficient production possible, with lower inventory and stock investments, better values, improved service and better understanding on the part of all three affected groups.

While this means a great deal to the manufacturer and the distributor, Mr. Hudson said, there is another and greater benefit to the worker, a steady job rather than seasonal work. A company engaged in making men's clothing by reducing its line from 1000 to twenty-four varieties of ready-to-wear blue serge suits was able to offer employment a full fifty-two weeks instead of thirty-six, as it did before simplification. Another instance was that of a company making soda fountain parts. Slack seasons have been done away with in this plant and employment has been made continuous.

### New Pasadena Company

The Pacific Terminal Warehouse Co. has been organized in Pasadena, Cal., and plans to engage in the bonded commercial storage business. A reinforced concrete building to contain more than 30,000 square feet of floor space will be erected on a site acquired at South Raymond Avenue and Glenarm Street.

Walter Lower, president of the new firm, has for many years been active in banking and business circles. William

P. Neil, vice-president, is an authority on modern warehouse construction and management. H. A. Loy, manager, has long been engaged in warehousing and the hardware business. J. E. Chalmers, secretary, has been superintendent and manager of the Western Colorado Light and Power Corp., Delta, Colo. W. H. Nichols, director, was formerly secretary and treasurer of the Nold Transfer and Storage Co., Pasadena, a member of the National and Pacific Coast Furniture Warehousemen's Associations.

### Kenna Terminal Leases

Storage and space leases with the Kenna Terminal, Port Newark, N. J., are announced by Charles Milbauer, general manager, as follows:

Wm. S. Gray & Co., New York, manufacturers of denatured alcohol, 24,000 square feet; Globe Sales Co., New York, dealers in metal beds, 48,000 square feet; Wemlinger, Inc., New York, dealers in sheet steel piling; Brown & Sites Co., New York, dealers in sheet steel piling; A. W. Fenton & Co., New York, imported rags; Pembroke Lumber Sales Co., lumber distribution in greater New York territory; American Magirus Fire Appliance Co., Inc., New York, importers of fire apparatus; Limestone Products Corp., 24,000 square feet.

A steamship in June brought 1,500,000 feet of Canadian spruce lath for a northern New Jersey lumber dealer. In August three steamships brought 4,000,000 feet of lumber direct from the Pacific Coast and 3,000,000 feet of Canadian spruce lath.

Public Service Cup Co., manufacturers of the Lily Cup, 96,898 square feet, of which 10,941 square feet is for new space; Buckler Cork Co., Arch-Bilt Corrugated Products Co., and Wheeler Os-good Co., loft space.

### Bush Terminal Leases

Recent space leases announced by the Bush Terminal Co., New York and Brooklyn, are announced as follows:

To the United Cigar Stores Co. (three-year renewal), 49,200 square feet; to the Atlantic Cork Co., 7,707 square feet; to the Interlock Metal Units, Inc., 7,500 square feet.

### New Ohio Company

The Youngstown Warehouse Co., Youngstown, Ohio, has been chartered with a capital of 100 shares, no par value designated, to conduct a warehouse for storage. The company will soon open for business at 257-259 W. Boardman Street. Simon M. and O. B. Rosenblum, Max Bloom, Max Klein and Evan J. Rammell are the incorporators.

### Pottstown Company Sells

The Reading Railway Co. has purchased the plant of the Pottstown Cold Storage & Warehouse Co., Pottstown, Pa., and plans to use it, in 1926, for a passenger and freight station after improvements costing \$1,000,000.

## Sherman Made President of Frisco Port Commission

WILLIAM A. SHERMAN, vice-president and general manager of the Merchants Ice and Cold Storage Co., San Francisco, and one of the best known cold storage executives on the Pacific Coast, has been appointed president of California's State Board of Harbor Commissioners, which controls and operates the port and harbor of San Francisco for the State. He succeeds Charles H. Speark, Berkeley, who resigned recently to become general manager of the port of Los Angeles. Mr. Sherman's appointment was by Governor Richardson, who said:

"Mr. Sherman was not a candidate, but has been drafted by me for this important place. The State-owned harbor in San Francisco is absolutely on a business basis, free from political control, and will be kept on that basis."

Mr. Sherman, who assumed his new duties on Sept. 1, is 46 years old. He was formerly a waterfront reporter for a San Francisco newspaper and during the world war he served as a captain in the Quartermaster's Corps, in charge of refrigeration of food supplies for the United States Army.

The salary of the port commission president is \$5,000 a year and the State law requires that he give all his time to the work.

### Freight Claim Conference

The New England Traffic League, comprising traffic representatives of New England's various Chambers of Commerce and industrial concerns, will hold a New England Freight Claims Conference in Boston beginning Oct. 15. This will be a joint meeting of industrial traffic men and freight claim agents of railroads throughout the country, primarily to discuss freight claim preventive methods.

The New England Traffic League points out that, while considerable progress has been made in recent years to minimize hazards of transportation by improved methods of packing and more careful handling in transit, the annual loss to carriers occasioned by loss and damage claims reached the stupendous figure of \$48,262,500 in 1924. As this amount comes out of the carriers' revenue as part of their operating expense it means that the public pays the bill. Therefore anything which can be done to reduce this tremendous out of pocket cost will be mutually helpful.

The conference will offer also the opportunity for representatives of carriers and shippers to become better acquainted and to discuss frankly any angle of freight claim work which it is felt may be improved.

### San Diego Company to Build

The San Diego Stevedoring & Storage Co., San Diego, Cal., plans to build a one-story warehouse, 200 by 400 feet, in units as business warrants.

# Lower ~ and Better

Graham Brothers second price reduction in four months, announced September 9th, is simply a reflection of the public's confidence in Graham Brothers Trucks.

The new 1-ton Truck chassis price, f. o. b. Detroit, is—

**\$995**

Without greatly increased production this latest exceptional cut would have been impossible—except for a sacrifice of the quality that has brought Graham Brothers so quickly to first position among the world's exclusive manufacturers of motor trucks.

The fact is that Graham Brothers Trucks are better than they ever were—and any owner will tell you they have always been remarkably good.

**GRAHAM BROTHERS**

Detroit — Evansville — Stockton

A DIVISION OF DODGE BROTHERS, INC.

GRAHAM BROTHERS (CANADA) LIMITED - TORONTO, ONTARIO

# GRAHAM BROTHERS TRUCKS

**SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE**

## Government Directory of Commodity Specifications

A NATIONAL Directory of Commodity Specifications has been issued by the Bureau of Standards of the Department of Commerce and is for sale, price \$1.25, by the Superintendent of Documents, Government Printing Office, Washington, D. C.

This directory contains in convenient form information regarding the best known specifications for more than 6000 commodities. The book tells not only what specifications are in general use but also by whom they were prepared and where copies may be obtained. In it are conveniently indexed for ready finding about 27,000 specifications prepared by the Federal Specifications Board and the separate departments of the Federal government, by State and city purchasing agents, public utilities, technical societies and trade associations. The contents include:

A Statement and Indorsement by the Advisory Board; A Foreword by Secretary Hoover; and a thoroughly classified list of specifications for all types of commodities. There are also included an alphabetical list of commodities, which serves as an index to the specifications, and directions for obtaining copies of specifications listed in the directory.

The commodities include hundreds which are commonly stored in public warehouses.

### Private Warehouse Standards

The Furniture Warehouse Managers' Association, a New York organization comprising largely representatives of big department stores, has taken initial steps toward standardization of furniture warehouse operating methods, working in cooperation with the Retail Delivery Association of the National Retail Dry Goods Association.

The F. W. M. A. is to prepare and issue a pamphlet, "The Warehouse Superintendents' Manual," which will explain system and schedules of private furniture warehouse management and operation and which will include chapters covering specific problems and features not common to all storage plants. This pamphlet will supplement one which, already issued by the National Retail Dry Goods Association, touches on the physical requirements of a private warehouse.

### To Administer Laws Jointly

At a meeting of bankers and warehousemen held in the Federal Building in Los Angeles recently announcement was made of a new plan for jointly administering in California the United States and California Warehouse Acts.

The primary object of the meeting was to obtain expression of opinions from the financial and storage executives as to how the plan could be made best to serve the State's agricultural interests.

Under the cooperative arrangement

the warehouse examiners and all assistants will be employed jointly. E. J. Murphy, assistant marketing specialist of the United States Department of Agriculture, who, with Paul M. Williams, the department's market specialist, attended the meeting, will be in direct charge of the administration of both laws and will in future make his headquarters in Sacramento.

Among the speakers at the joint meeting were A. T. Gibson, president of the Lawrence Warehouse Co., San Francisco and Oakland, and J. W. Howell of the Haslett Warehouse Co., San Francisco.

### \$1,000,000 Los Angeles Plant

What is said to be the largest cold storage warehouse west of the Mississippi is being constructed in the central manufacturing district of Los Angeles for the Federal Cold Storage Co., a subsidiary of the Federal Refrigerating Co. of Los Angeles.

Seven stories high, with basement, and of reinforced concrete, the plant will cost approximately \$1,000,000 and is expected to be ready for operation early in January. The building will have 3,360,000 cubic feet of space. A carloading platform will be served by the Los Angeles Junction Railway along the south side, and a platform for motor trucks will extend along the east side.

### Lessons in Storage

The warehouse and storage industry is now recognized as one in need of specialists. This is shown by the plans of Northeastern University, Boston, for special evening courses to educate and train men here to enter this business. These courses in purchasing and storing are offered to those connected with the purchasing and storage departments of local firms as well as warehouses. It is sponsored by the New England Purchasing Agents' Association and the School of Commerce and Finance. The courses opened on Sept. 24 and the classes meet one evening a week from 7 to 9 in the buildings of the Northeastern University, at 316 Huntington Avenue.

### Godley Is Latvian Consul

Philip Godley, proprietor of Godley's Storage Warehouses, Philadelphia, and president of the Pennsylvania State Warehousemen's Association, has been appointed by the Latvian Government as its Consul at Philadelphia. The district takes in Pennsylvania, Delaware, Maryland, West Virginia, Kentucky and Tennessee.

### Overloaders Fined

The annual drive is on against overloaded trucks from outside the State operating on New Hampshire highways. Two Maine and three Massachusetts truck drivers, all charged with driving overweight vehicles, recently paid fines of \$25 and costs, apiece, in New Hampshire Courts.

## Truck Transport Routes Are Centralized by Indiana Body

CENTRALIZATION of motor transport routes out of Indianapolis and over a radius of 75 miles, including more distant service to Cincinnati and Louisville, is announced by the Truck Terminal Association of Indiana, Inc. A number of public warehouse companies are identified with this organization, the secretary-manager of which is Tom Snyder, secretary of the Indiana Transfer & Warehousemen's Association. An explanatory statement sent out to shippers by Mr. Snyder and the terminal body's president, Charles J. Elliott, New Castle, Ind., says:

"This is an effort by the operators of motor transport lines to meet the many important changes which are rapidly developing under Public Service Commission direction, and coordinate the present unorganized methods so that the great economy and convenience of motor transportation will be fully available to industry and society.

"Much territory not now available to the Indianapolis shipper can be linked up for a 12 to 24 hour service through our system of terminal clearing houses located throughout the State.

"Our local freight terminal is provided with all space and facilities necessary to permit consignments from your cartage vehicles to be discharged quickly, and all resources by which your goods can be protected and fully recorded are provided."

The service, operated on regular schedule and rates, daily, bi-weekly or tri-weekly, is designed to serve shipping interests and the public in more than 150 cities and towns.

### Douglas Corp. Expands

The Douglas Public Service Corporation, Inc., New Orleans, has bought the storage and terminal plant and wharf at Marrero, La., formerly owned and operated by the Refiners' Export Oil Co. This facility is now made available for the terminaling and storage of gasoline, kerosene, lubricating oil, fuel, crude and gas oils, vegetable oils and molasses. The capacity of the plan is 7,500,000 gallons. There are wharf facilities for vessels of any draught or tonnage.

Jay Weil, vice-president and general manager, said dealers in oils and molasses, as well as gasoline and kerosene, were now offered unusual advantages at the terminal.

The Douglas corporation has also announced the opening of its furniture division, at 331 Decatur Street. Moving, packing and storage of household goods is a departure from the past activities of the company.

### Ronin Succeeds Perkins

James F. Ronin has been made manager of the Albany Terminal and Security Warehouse Co., Albany, N. Y., succeeding James A. Perkins, who is no longer connected with the corporation.



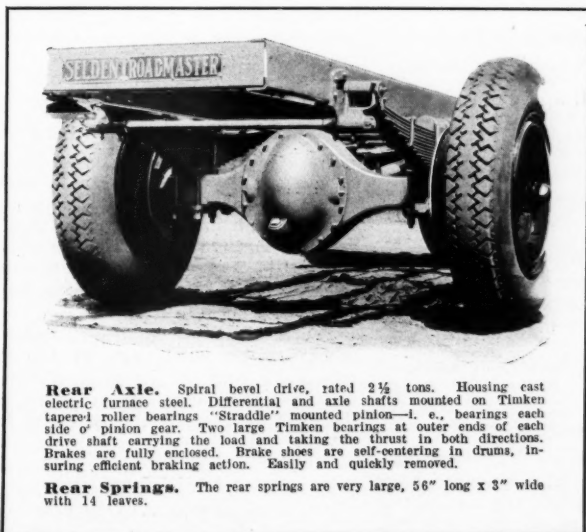


The latest addition to the Selden fleet operated by the Tulsa Storage & Transfer Co., Tulsa, Okla.

## ROADMASTER

**PERFORMANCE.** The *Roadmaster* will carry a capacity load 45 miles per hour if desired. On hills this powerful 6-cylinder truck is a whirlwind. Drivers enthusiastically praise its performance, and owners are highly pleased with its profit earning ability.

**DURABILITY.** The big oversize units used throughout, insure dependable service, long life and economical operation. 72 hp. motor; heavy duty 4-speed transmission; largest spiral bevel drive axle built in America; radius rods, heavy frame; 32 x 6 front tires, 36 x 8 rear tires.



**Rear Axle.** Spiral bevel drive, rated 2 1/2 tons. Housing cast electric furnace steel. Differential and axle shafts mounted on Timken tapered roller bearings "Straddle" mounted pinion—i. e., bearings each side of pinion gear. Two large Timken bearings at outer ends of each drive shaft carrying the load and taking the thrust in both directions. Brakes are fully enclosed. Brake shoes are self-centering in drums, insuring efficient braking action. Easily and quickly removed.

**Rear Springs.** The rear springs are very large, 56" long x 3" wide with 14 leaves.

### Pacemaker

6-cyl. 1 1/4-ton speed model for light duty trucking. Speedy, reliable, durable.

### Heavy-Duty Models

Of 2, 2 1/2, 3, 3 1/2, 4 and 5-7 tons capacity, of the well known "Selden In-Built Quality" construction. Dual range 9-speed transmission supplied in all models except the 2-ton.

**Selden Truck Corporation**  
Rochester, N. Y.

### BRANCHES

Van Alst Ave. and So. Jane St., Long Island City, N. Y.  
1121-1123 Commonwealth Ave., Boston, Mass.  
202 So. Denver Ave., Tulsa, Okla.

# Selden Trucks

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

### Cooperative Warehousing of Motor Cars Predicted

WAREHOUSEMEN who store and distribute passenger cars, motor trucks, accessories and replacement parts for manufacturers will be interested in reading the following editorial in a recent issue of *Automotive Industries*:

"Joint warehousing of non-competitive lines of a similar nature in large distribution centers, with one sales force handling the lines in the distributive territory, is a development that may be expected within the very near future especially in parts accessory lines. So large a percentage of costs has gone into freight and selling that such a move is almost imperative.

"Both carrying and selling expense are reduced to the minimum by this system, and immediate shipments to wholesalers throughout the territory covered may be made from warehouse stocks almost overnight, even though the territory is a thousand or more miles away from the manufacturing source of supply.

"This system is peculiarly adapted to reducing selling costs in the accessory and replacement parts field, and it is in these lines that developments may first be expected.

"One group of manufacturers already has plans under consideration for establishing the first joint warehousing and sales organization of this sort and future developments will be watched with interest, both by manufacturers and the trade generally."

#### Private Goodrich Warehouse

Significant in connection with the foregoing editorial from *Automotive Industries* is the announcement in Akron, Ohio, that the B. F. Goodrich Co. is building there a \$2,000,000 six-story and basement warehouse to be used as a central unit for the storage of the company's surplus stocks of automobile tires and rubber footwear.

"Rented warehouses in New York, Chicago and other points," says the *New York Daily News Record*, "will be eliminated by use of the warehouse in Akron. A considerable saving is expected to be effected under this plan."

The Firestone Tire & Rubber Co., Akron, is erecting a \$400,000 warehouse, which also will be used as a central storage unit in Akron.

#### FitzGerald Sells Steamship Agency

Gerald FitzGerald, president of the Union Terminal Warehouse Co., Los Angeles, and the Associated Terminals Co., San Francisco, has disposed of his steamship agency business to Charles F. Tait, formerly the Associated's Los Angeles freight traffic manager. Mr. Tait has organized the Western Steamship Agency, Inc., which will represent the two steaming lines—the Furness Line and Mitsui & Co., Ltd.—formerly handled by the Associated in southern California. The Associated has withdrawn its connections from Los Angeles and

will continue its activities in northern California.

In making the announcement Mr. FitzGerald explained that in view of the activities of the Banning Co., a Los Angeles stevedoring concern which he recently purchased, and which handles the stevedoring of twelve steamship lines, he could no longer consistently remain in the steamship agency business.

The Los Angeles office equipment and lease of the Associated Terminals Co. has been acquired by the new Western Steamship Agency, Inc., of which Mr. Tait is president and general manager.

#### Charlotte Company Expands

The Carolina Transfer & Storage Co., Charlotte, N. C., has purchased the furniture, packing and storage business of the Union Storage & Warehouse Co. of the same city.

The Union company will in the future devote its attention to merchandise warehousing on a larger scale than at present.

The Carolina company was organized in 1919 by J. L. Wilkinson, its present secretary, treasurer and general manager. Mr. Wilkinson had returned from war service and he resumed warehousing business after buying two motor trucks. Today the company operates thirteen trucks and 40,000 square feet of space, with 200 loads of furniture in storage.

Both the Carolina and the Union are members of the American Warehousemen's Association and the National Furniture Warehousemen's Association. The Carolina firm is a member also of the Southern Warehousemen's Association.

### Reilly's Sons Company Is Erecting New Warehouse

(Concluded from page 27)

The mezzanine floor, for the storage of pianos, is in plain view of the office. All the floors above are devoted to the storage of household goods. The entrance from the passenger elevator and the long tiers of private rooms have specially constructed steel doors.

The building is being erected by the Mark C. Tredennick Co., New York, and was designed and is being supervised by Charles H. Moores, architect, and Moores & Dunford, Inc., warehouse engineers.

#### Tabb Company Buys

The Tabb Storage Warehouse & Freight Transfer Line, Louisville, Ky., has purchased for \$40,000 the warehouse building which it has occupied for the past 10 years, at Fifteenth and Rowan Streets. The property is 100 by 200 feet.

#### Wuehrmann Loses Son

Jack Wuehrman, six-year-old son of H. F. Wuehrman, vice-president and assistant treasurer of the Midland Warehouse & Transfer Co., Chicago, died recently of cerebro-spinal meningitis.

### Manhattan Company Plans a \$900,000 Furniture Plant

THE Manhattan Storage & Warehouse Co., New York, has purchased from various owners thirteen parcels of land at the northeast corner of Third Avenue and Eightieth Street as a site for a warehouse estimated to cost \$900,000. The building will stand fifteen stories high and cover a plot 90 by 225 feet, and will be known as the company's East Side branch.

Subsequently the Manhattan company purchased a plot, about 50 by 102 ft. on East Eighty-first Street adjoining the property mentioned in the foregoing. A two-story garage and a four-story tenement building occupy the later parcel acquired.

A monumental office building is planned on the present site of one of the Manhattan company's fireproof warehouses at the corner of East 42nd Street and Lexington Avenue, New York City. The storage plant stands opposite the Commodore Hotel and diagonally across from the front of the Grand Central Terminal and the plot is among the most valuable realty sites in the mid-town district of the city.

Under the terms of a final contract recently signed, J. C. & M. G. Mayer and Schroder & Koppel secure the Manhattan company's property covering the plot on the west side of Lexington Avenue, 175 feet along East 41st Street and 125 feet along East 42nd Street, for a period of twenty-one years with four renewals. Possession is to be given the lessees on July 1, 1927.

The control of the property is in the Iselin family and it is stipulated in the lease that a new building must be erected to replace the warehouse.

#### Red Ball Gets Interstate Permit

The Red Ball Transit Co., an Indiana corporation, has been granted a permit, by the Ohio Public Utilities Commission, to operate an interstate freight transfer business through Ohio. The Commission has refused the corporation a permit to conduct an intrastate business within Ohio.

The Red Ball's original certificate was revoked some weeks ago by the Ohio regulatory body on the ground that the certificate was obtained by fraud, and the Ohio Supreme Court upheld in revocation.

#### New Federal Model

The Federal Motor Truck Co. has produced a new 2-ton Federal-Knight truck listing at \$1,650. It is capable of handling loads up to 4000 pounds in excess of body weight at a constant high road speed. A standard wheelbase length of 144 in. allows a loading space back of the seating amounting to 119 in., while for special work a 156-inch wheelbase can be supplied. The weight of the standard chassis is 3000 pounds.



## Question: *What doubles this truck's usefulness?*

**Answer:** Budd-Michelin Dual Wheels.

**Q: What is a Dual Wheel?**

**A:** Two Budd-Michelin single wheels on one hub.

**Q: What are the advantages?**

These! With Budd-Michelin Dual Wheels, every wheel on a truck is the same size—and interchangeable. Two duals—under the heavy end of the load—instead of two singles. Two singles in front. One spare. *All the same size!*

And all *regular* size tires—available everywhere. *Six* pneumatics carry the load. No large single tires. No sideways. No rack-

ing of the truck that you get from solid tires.

You'll find Budd-Michelin easier on your tires—easier on your truck—easier on your load. They give you better traction—greater speed—finer appearance—better advertising.

No wonder 30,000 heavy buses use Budd-Michelin Wheels—buses that have to ride fast and ride easy—buses that average 15,000 to 20,000 miles on pneumatics!

Any truck manufacturer will give you Budd-Michelins on new jobs. And your present trucks can easily be converted to Duals. Write us for the experience of other moving concerns. For Ford Trucks, too.



# B U D D

WHEEL COMPANY

*Philadelphia  
and Detroit*



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Construction, Removals, Purchases and Changes

William J. Aylwerd, Stapleton, Staten Island, N. Y., operating a general trucking business, has received a permit to build a 2-story warehouse 25 by 100 feet.

**Citizens' Ice & Cold Storage Co.**, Little Rock, Ark., is planning to build a \$50,000 cold storage plant. Its present structure will be improved.

**Consumers' Ice Co.**, Dubuque, Iowa, is planning a 1-story cold storage and ice plant, 82 by 120 feet, at Railroad Avenue and Salina Street, to cost \$30,000.

**Dillner Transfer & Storage Co.**, Pittsburgh, has awarded a contract for a 2-story and basement building, 40 by 95 feet, on Melwood Street, for storage and garage service. It will cost about \$27,000.

**Fordham Storage Warehouse**, New York City, has tentative plans for the construction of a 10-story warehouse, 50 by 100 feet, on Jerome Avenue, at an estimated cost of \$1,000,000.

**Graham View Storage Co.**, Kansas City, Mo., is planning to build a 4-story and basement warehouse at Eighteenth and Minnesota Streets. It will be 110 by 150 feet and will cost more than \$80,000.

**Greeley Terminal Co.**, Cleveland, operated by Alton H. Greeley, president of the General Storage Co. of that city, contemplates erecting an 8-story and basement warehouse, 90 by 110 feet, on Pittsburgh Avenue near East Twenty-seventh Street, to cost about \$400,000. The project would call for four additional structures of approximately the same size to be constructed later, bringing the total cost to \$2,000,000. The Edward A. Weiland Co., Cleveland, is the architect.

**Hollywood Cold Storage Co.**, Hollywood, Fla., recently incorporated, has broken ground for a 1-story addition to its cold storage plant, the cost to approximate \$75,000, including equipment.

**Jenkins Fireproof Storage Co.**, Los Angeles, is planning to build a 7-story warehouse at Santa Monica Boulevard and Olide Street, to represent an investment of \$125,000.

**Lincoln Storage Co.**, East Orange, N. J., has completed plans for a \$125,000 warehouse, 36 by 93 feet, 9 stories high, on Hollywood Avenue. Frederick O. Lewis, New York City, is the architect.

**Minton Warehouse Co.**, Minton, Wash., has completed plans for a 1-story addition to its present plant.

**Mound City Storage Co.**, St. Louis, has planning extensions and improvements to cost \$25,000. Additional equipment will be installed.

**Portland Van & Storage Company, Inc.**, Portland, Ore., is building a \$150,000 warehouse, 70 by 100 feet, 5 stories high. Claussen & Claussen, Portland, are the architects.

**Reid Brothers Express Co.**, St. Louis, is completing plans for building a 2-story warehouse building, 168 by 200

feet, with garage facilities. The cost is estimated to be approximately \$200,000.

**Turner Cartage & Storage Co.**, Detroit, is planning a 2-story warehouse, 60 by 80 feet, on Howard Street. Part of the building will be used for garage service. Verner, Wilhelm & Molby, Detroit, are the architects.

**Underwriters' Storage Co.**, New York, has awarded a contract for an 8-story warehouse, 86 by 150 feet, at 539 Broome Street, estimated to cost \$250,000. Russell G. Cory, New York, is the architect.

**Union Ice & Storage Co.**, San Francisco, San Diego and Stockton, has acquired property at Oak and High Streets, Oroville, Cal., and plans to build a cold storage plant.

**Union Warehouse Co.**, New Orleans, plans a 1-story plant, 215 by 800 feet, at Chartres and Charbonnet Streets, to cost about \$90,000.

**United States Trucking Corp.**, with which is identified the Independent Warehouses, Inc., New York, has closed a four-year contract with the Post Office Department for the delivery of all parcel post in New York City. The contract will involve the employment of more than 100 trucks.

**Upton Cold Storage Co.**, Rochester, N. Y., suffered damage estimated at \$20,000 when fire wrecked a warehouse and a barn recently.

**Ventura Transfer & Storage Co.**, Ventura, Cal., has filed with the State Railroad Commission an application for a certificate to do a general transfer business in the counties of Ventura, Kern, San Luis Obispo, Santa Barbara, Los Angeles, Orange, Riverside, San Bernardino and San Diego.

**Youngstown Ice & Fuel Co.**, Youngstown, Ohio, has preliminary plans for a cold storage plant to cost, with equipment, about \$100,000.

### O. K. Begins New Building

The O. K. Storage & Transfer Co., New Orleans, Memphis, Louisville and Little Rock, has begun construction of its new household goods warehouse at 1901 St. Charles Avenue, New Orleans. The building, to be six stories high, will adjoin the company's present plant in New Orleans. The cost will be approximately \$100,000.

### New Buffalo Corporation

The Bert A. Greatrix Warehouse Co., Buffalo, N. Y., has been incorporated with a capital of \$10,000 to engage in the storage business. The incorporators are B. A. Greatrix, M. A. M. Greatrix and H. W. Greatrix.

### New Boston Corporation

The Tremont Storage Warehouses, Inc., has been incorporated in Boston with a capital of \$50,000. The incorporators are Samuel Lavetts and Morris Lavetts of Chelsea, Jacob Swett of Malden and William M. Parker of Brookline.

## New Incorporations Within the Industry

**Amarillo Warehouse, Storage & Ice Co.**, Amarillo, Tex. Capital, \$150,000. To operate a general warehousing business and a cold storage plant. Incorporators, F. C. Klinke, J. G. Short and J. C. Vance.

**Atlantic Storage & Warehouse Co., Inc.**, Portland, Me. Capital, 1000 shares, no par value. James F. O'Brien is president and D. N. Peterson is treasurer.

**Eastern Warehouse Co.**, Eastport, Me. Capital stock, \$100,000, all common; number of shares subscribed, three. Directors, George A. Curran, Calais, president; George H. Eaton, Portland, treasurer, and Dana C. Douglass, Portland.

**Elite Trucking Co.**, Union City, N. J. Capital, \$10,000. To operate a general transfer and trucking business. Incorporators, Edward Light and Max Goodman.

**Everheart Co., Inc.**, Sherman, Tex. Capital, \$65,000. To operate a general storage warehouse. Incorporators, M. C. Everheart and J. P. Everheart.

**Imperial Warehouse Co., Inc.**, Cranston, R. I. To conduct a general storage, warehousing, transportation, stevedore and rigging business. Incorporators, Samuel Priest, A. O. Joslin and Henry P. Herschberg.

**K-W Trucking Co., Inc.**, Newark, N. J. Capital, \$25,000. To operate a general storage and trucking business. Incorporators, William V. Weimar and August J. Klingel.

**National Concentration Warehouse, Inc.**, Chicago. Capital \$50,000. Incorporators, M. C. Munzer, Benjamin Reich and William Landesman.

**Security Warehouse Co.**, Jackson, Miss. Capital, \$100,000. Incorporators, G. W. Covington and J. T. Thomas.

**Service Warehouse Co.**, Boston. Capital, 200 shares, no par value. Incorporators, William F. Buckley, Somerville; William B. Morash, Medford, and Harvey E. Weir, Stow.

**Spartanburg Bonded Warehouses, Inc.**, Spartanburg, S. C. Capitalization, \$50,000. Incorporators include J. W. Bell.


**Tremont Storage Warehouse, Inc.**, Boston. Capital, \$50,000. Incorporators, Jacob Sweet and Samuel Lavette, the latter being treasurer.

**T. L. Waugh & Sons**, Transfer & Warehouse Co., Houston, Tex. Capital stock, \$30,000. Incorporators, T. L. Waugh, T. H. Waugh and Jacob Wolters.

**Wilson Warehouse Co.**, Wilson, N. C. Authorized capital, \$100,000, with \$2,500 subscribed by L. C. Blades and C. E. Thompson, both of Elizabeth City, and J. D. Farrior, Wilson.

### New Camden, N. J., Company

The Camden Terminal Company has been organized in Camden, N. J., and has taken over the municipal pier and plans to build three eight-story warehouses and develop a storage and lumber center. Volney Bennett is president of the company and Ralph Baker is secretary.



## You'll get better mileage from Kelly Caterpillars

This isn't a mere claim. It is the statement of a fact that has been proved by the year in and year out experience of thousands of truck owners during the past seven years.

And Kelly Kats don't discriminate. They stand ready to give you the same sort of service they are giving other truck owners.

*There are no Caterpillar  
tires but Kelly Kats*

KELLY-SPRINGFIELD TIRE COMPANY

250 West Fifty-Seventh Street  
New York, N. Y.



**KELLY-SPRINGFIELD TIRE CO.** 250 WEST 57th ST.  
NEW YORK, N.Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Moores & Dunford's latest contribution to the Warehousing Industry

The warehouse pictured above now under construction in Washington, D. C., for the Federal Storage Co., will be, when completed, one of the most beautiful and thoroughly equipped warehouses in the industry.

This modern structure, perfect in every detail, is another example of the engineering skill and knowledge possessed by Moores & Dunford, Inc., which is available to all prospective builders and owners.

During the past three years no less than twenty warehouses and Terminals located in fourteen different cities, have been designed and built for nineteen

clients representing an investment of at least \$16,500,000.00.

This is but a small part of the huge volume of business represented in the design and construction of Warehouses throughout the country, completed during the many years we have served the Industry.

The facilities at our command, the vast experience gained through years of service, our Engineering Staff of Experts in Warehouse design and construction are at your disposal. We cordially invite your inquiries and will be glad to arrange for appointments regardless of your location.

*We charge no fee for consultation and advice*

**MOORES & DUNFORD, Inc.**

110 East 42nd St.

New York City

Years of specialization  
in the designing and  
planning of Ware-  
houses.



A Moores & Dunford  
designed Ware-  
house means greatest  
available storage space.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## "ANDY" SAYS

WHEN any publisher spends as much as \$30,000 to \$35,000 to produce a single issue of his magazine it involves a hazard that should be appreciated by the industry served by that publication.

The work done on the annual Warehouse Directory issue of *Distribution and Warehousing* during the last four months of each year costs at least that much, and it is appreciated by the warehouse industry and the shippers or we would not long continue it.

That one great issue in January of each year is a living advertisement for the growing industry which it serves, and every warehouseman may well be proud of it as representing the business of which he is a part.

In what better way can the size and the importance of the public storage industry be reflected than by holding in your hands a copy of

the annual Warehouse Directory, with approximately 500 pages, and going through it from cover to cover?

To see represented there the hundreds of fine modern fireproof constructed buildings representing an invested capital of more than one billion dollars is in a sense awe-inspiring, and every warehouseman whose name or advertisement appears there may well take pride in the part he has taken to build the issue into its present size.

It is each year the one issue of *Distribution and Warehousing* wherein warehousemen in the United States and Canada make it their business to join hands with contemporaries and competitors to produce a volume that would do credit to any industry.

The annual issue of *Iron Age* reflects the size and importance of the iron and steel industry. There

you will find the desire of those in that industry so great to get into that issue that the *Iron Age* has been known to have to refuse advertising copy because of the postal regulation limiting the weight of second class matter.

*Distribution and Warehousing* has not had to refuse admittance to any warehouseman who wanted to advertise in its annual Directory for that reason, but I know that if every warehouseman realized how the Directory is valued by the shippers—how it is retained and consulted, the year round, for reference purposes, as we know by being the publishers of it—we would undoubtedly be forced to the postal limit in the 1926 Directory on which we are now working.

When your opportunity comes to reserve space for this next big issue—grab it.

"ANDY"

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

|                |  |                   |
|----------------|--|-------------------|
| October        | Connecticut Warehousemen's Association             | Hartford          |
| October 16-17  | Missouri Warehousemen's Association                | St. Louis         |
| October 21-22  | Southern Warehousemen's Association                | Knoxville, Tenn.  |
| November 30    | American Chain of Warehouses                       | Washington, D. C. |
| December 1-5   | American Warehousemen's Association                | Washington, D. C. |
| December       | Illinois Association of Warehousemen               | Chicago, Ill.     |
| January, 1926  | Canadian Warehousemen's Association                | (To be decided)   |
| January, 1926  | National Furniture Warehousemen's Association      | (To be decided)   |
| January, 1926  | New Jersey Furniture Warehousemen's Association    | Newark            |
| January, 1926  | New Jersey Merchandise Warehousemen's Association  | (To be decided)   |
| January, 1926  | New York Furniture Warehousemen's Association      | New York City     |
| February, 1926 | Maryland Furniture Warehousemen's Association      | Baltimore         |
| February, 1926 | Pacific Coast Furniture Warehousemen's Association | (To be decided)   |
| February, 1926 | Pennsylvania Furniture Warehousemen's Association  | Philadelphia      |
| February, 1926 | Pennsylvania State Warehousemen's Association      | (To be decided)   |
| May, 1926      | Washington State Warehousemen's Association        | (To be decided)   |

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.

Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER  
AND****WAREHOUSE CO.**MODERN FIREPROOF WAREHOUSE  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer  
& Storage Co.**General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

## MONTGOMERY, ALA.

**LEADING WAREHOUSEMEN**DISTRIBUTION—HAULING  
PACKING — STORAGE of  
HOUSEHOLD GOODS  
MERCHANDISE and AUTOMOBILESTWO LARGE WAREHOUSES—PRIVATE SPUR  
LARGE FLEET OF MOTOR TRUCKS**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

## MONTGOMERY, ALA.

**STORAGE—FORWARDING—DISTRIBUTING**Warehouse on Western Railway of Alabama.  
Bonded. Sprinkler System. Low Insurance.  
ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN  
**MOELLER TRANSFER & STORAGE CO.**  
210-220 Coosa St. P. O. Box 552.  
PROMPT SERVICE SATISFACTION GUARANTEED  
Members: { American Warehousemen's Association  
Southern Warehousemen's Association

## PHOENIX, ARIZ.

**Arizona Storage and  
Distributing Co.**MERCHANDISE HOUSEHOLD  
POOL CAR DISTRIBUTIONGovernment Licensed  
and Bonded Warehouses18 South Central, Phoenix, Arizona  
NFWA-AWA

## TUCSON, ARIZONA

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

## FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**Rogers Ave. and 2nd St.  
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



## LITTLE ROCK, ARK.

**Gazette Transfer & Storage Co.**

212-214 Scott St.

Distribution of merchandise and household goods pool cars—City and interurban delivery—transfer of household goods—storage of agricultural implements. Crating and packing. A fleet of motor trucks and a well organized business guarantees you an exceptionally efficient service.

## LITTLE ROCK, ARK.

**Terminal Warehouse Co.**  
**Storage—Drayage—  
Distribution**

85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All  
Railroads

TEXARKANA, ARK.

# DISTRIBUTION

1882

## TEXARKANA

Complete Service

### HUNTER

TRANSFER CO.

### ARK-TEX.

## STORAGE

BERKELEY, CAL.

# DRIVER

## STORAGE CO.

Formerly

## STUDENTS

### TRANSFER & STORAGE CO.

Distributors of Pool Cars  
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

EL CENTRO, CAL.  
IMPERIAL VALLEY

## PIONEER TRUCK and TRANSFER CO



Warehouse:  
S. E. Cor. 3rd & State Sts.  
Office: 114 N. 5th St.

Only Reinforced  
Concrete Warehouse  
for Storage and  
Carload Distributing  
Throughout  
the Whole Imperial  
Valley.

Daily Truck Service  
to All Valley Towns.

Our Stock in Trade,  
SERVICE.

FRESNO, CAL.

# BEKINS

## VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.

—Private spur.

—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo

FRESNO, CAL.

Located in the Center of Fresno

## State Center Warehouse & Cold Storage Co.

"Fireproof"

Private siding Santa Fe

Distributors of Pool Cars  
Household Goods, Merchandise  
Members American Chain of Warehouse and California Warehouse Assn.  
747 R STREET, FRESNO, CALIFORNIA

FRESNO, CAL.

## Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

## Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.  
1666 N. Highland Ave.,  
Hollywood, Calif.

LONG BEACH, CAL.

## BOYS TRANSFER AND STORAGE CO.

(Specializing in Household Goods)

Moving Packing Storage Shipping

Send us your next shipment; Large or Small. You can be assured of Fair  
Treatment for your customer. Remittances Promptly made, SAME DAY. And  
proper protection of your interests at this end—No Passing the Buck.

(DEPENDABLE SERVICE)

Office 428 Locust Ave. Affiliations

LONG BEACH, CAL.



## HOUSEHOLD GOODS and MERCHANDISE

Removals—Packing—Forwarding—Distributing  
Warehouse Spur—Union Pacific—Southern Pacific  
and Pacific Electric

MEMBERS: { California Warehouseman's Assn.  
Pacific Coast Furniture Warehouseman's Assn.  
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington  
SAFETY SERVICE

LOS ANGELES, CAL.

# BEKINS

## VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.

—Private spur.

—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo



LOS ANGELES, CAL.



**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

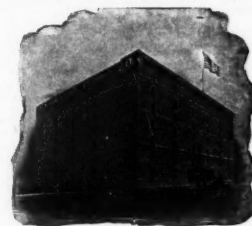
**Pool Carload Distributors**

Handling goods destined to points in  
**SOUTHERN CALIFORNIA and ARIZONA**  
and to  
**TRANS-PACIFIC PORTS**  
P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.

**Consign to  
LYON**

Two modern Fireproof  
Warehouses in residential  
districts — private spur  
tracks. Prompt service and  
collections.



***Lyon Fireproof Storage Co.***  
**1950 SO. VERMONT AVE. LOS ANGELES**

LOS ANGELES, CAL.

Located in the Center of Downtown  
Business District

**COLYEAR'S  
VAN & STORAGE CO.**

Curtis C. Colyear, Prop.  
**MAIN OFFICE—415 S. San Pedro St.**

**Warehouse No. 2**  
**415 S. San Pedro St. Fireproof.**  
**Warehouse No. 4**  
**540 S. Alameda St. Sprinkler Equipped.**

Member { American Warehousemen's Association  
Nat'l Furn. Warehousemen's Association  
Pacific Coast Warehousemen's Association  
Los Angeles Warehousemen's Association

**Moving—Packing—Storing—Shipping**  
**Pool Car Distribution—Household Goods—Merchandise**  
**Twenty-Two Years of Dependable Service**

LOS ANGELES, CAL.

MARK DESTINATION

The Heart  
of The Best  
Residential  
District

**HOLLYWOOD**  
*and Save*

Los Angeles  
7 MI. HAUL



**PREMIER**

**FIREPROOF STORAGE CO.**  
**6372 SANTA MONICA BOULEVARD**  
**HOLLYWOOD CALIF.**

LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

Packing, Moving, Shipping of household goods,  
distribution of pool cars to and from everywhere.

**WASHINGTON & ARAPAHOE ST.**

LOS ANGELES, CAL.

**WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION**

**PRUDENTIAL**  
**STORAGE AND MOVING CO.**

**LOS ANGELES**  
OFFICE  
**941 W. 16th ST.**

**SAN DIEGO**  
OFFICE  
**962 Second St.**

**THREE WAREHOUSES—PRIVATE R.R. SIDINGS**  
Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES.

**Hollywood Storage Company, Inc.**

"FIREPROOF"

Car Distribution We have Los Angeles terminal rates Private siding P. E. RR.

Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.  
**1666 N. Highland Ave.** **Hollywood, Calif.**

LOS ANGELES, CAL.



**Co-operation**

Consign to L. A. Warehouse—the largest fire-  
proof repository for household goods on the  
Pacific Coast. We co-operate to the utmost and  
treat your customers as we do our own.

**Los Angeles Warehouse Co.**  
**316 Commercial St. Los Angeles**

LOS ANGELES, CAL.

**RICHARDS  
TRUCKING & WAREHOUSE  
COMPANY**

**668 SO. ALAMEDA ST.**  
**LOS ANGELES, CALIF.**

Agents:

**Baldwin Universal Co.**

We solicit  
your commercial stor-  
age and pool car dis-  
tribution, as we are lo-  
cated on free trackage,  
and operate both City  
and Interurban Motor  
Truck Service, in most  
of the territory sur-  
rounding Los Angeles.  
We are authorized franchise carriers  
under the Railroad Commission.

**Route "VIA RICHARDS"**

**SPECIAL STEAMSHIP CONNECTION**  
**FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES**



LOS ANGELES, CAL.

1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles.  
Free and U. S. Customs Bonded Storage  
Insurance Rate 18 cents.

Storage—Forwarding—Distribution—Cartage

Space Leased for Private Warehouse, Office and Display Desk.  
Space with Desk and Office Service Rented.  
Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.  
Steamer Space booked when requested.

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

UNION TERMINAL WAREHOUSE COMPANY  
UNION TERMINAL WAREHOUSE CORPORATION  
SHATTUCK & NIMMO WAREHOUSE COMPANY  
LOS ANGELES, CALIFORNIA

LOS ANGELES, CAL.

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Central Manufacturing District, on tracks of Los Angeles Junction Railway (a neutral belt line road connecting with all main lines at through rates), offer you complete warehouse service in modern fireproof structures at reasonable rates. Lowest insurance rates in city. Office and display desk space for lease.

Westland Distribution & Storage  
Warehouse Co.

Central Manufacturing District

Los Angeles

LOS ANGELES, CAL.

Complete  
Facilities

for  
Freight Forwarding  
and Distributing  
of  
HOUSEHOLD  
POSSESSIONS

Members:  
National Furniture Ware-  
housemen's Assn.  
Pacific Coast Furniture  
Warehousemen's Assn.  
American Warehousemen's  
Association.

The most Up-to-date Service for  
Los Angeles' most exclusive  
Residential Section.



116 SO. WESTERN AVE.

OAKLAND, CAL.

**BEKINS**  
VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1835 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo

OAKLAND, CAL.

NO TASK TOO GREAT

**LAWRENCE**  
WAREHOUSE COMPANY

NO DETAIL TOO SMALL

5TH AND KIRKHAM STREETS, OAKLAND



AL. T. GIBSON, Pres.

ONTARIO, CAL.

**Natural Distribution Center**  
for San Bernardino and Surrounding Counties

Railroad Siding and Storage Yard. 560 feet of Private  
Track

Carload Distribution

Fireproof Storage. 16,000 sq. ft. of inside  
storage space. 22,000 sq. ft. of outside stor-  
age space. First-class Auto Truck Service.  
Connections with all towns. A real service  
located in the heart of Southern California.

**HICKEY WAREHOUSE CO.**

541 E. Main St.

Ontario, California

SAN DIEGO, CAL.

**McCLINTOCK**  
STORAGE WAREHOUSE  
COMPANY



Kettner Blvd. at B St.

Successors to Prudential Storage & Moving Co.

OFFERING A MOST

**EFFICIENT - ECONOMICAL  
AND COMPLETE SERVICE**

INCLUDING

RECEIVING - STORING  
PACKING - MOVING  
SHIPPING & DISTRIBUTING

OF BOTH

**HOUSEHOLD GOODS and  
MERCHANDISE**

The Men Who Distribute

**Illinois Seeds**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

SAN FRANCISCO, CAL.

# BEKINS

VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street  
Fresno  
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—Distributors of pool  
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—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

SAN FRANCISCO, CAL.



Storing and Dis-  
tributing Mer-  
chandise Our  
Specialty

Let us handle your  
San Francisco ship-  
ments.

We supply the necessary services for the  
handling of merchandise through a  
modern warehouse.

San Francisco Warehouse Co.  
625 Third Street



SAN FRANCISCO, CAL.

Consign to

## THE HASLETT WAREHOUSE CO.

60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business  
Operating in the Logical Distribution Center of the Pacific Slope with  
Complete Warehouse and Drayage Facilities  
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary  
Member American Warehousemen's Ass'n.  
Member American Chain of Warehouses.

SANTA MONICA, CAL.

STORING—MOVING—PACKING—SHIPPING

## SECURITY VAN & STORAGE CO.

M. ZERBONI

Inc.

M. W. ZERBONI

New Fireproof Storage

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

SAN FRANCISCO, CAL.

# LAWRENCE

WAREHOUSE COMPANY

NO TASK TOO GREAT  
NO DETAIL TOO SMALL  
37 DRUMM STREET, SAN FRANCISCO



AL T. GIBSON, Pres.

DENVER, COLO.

A. H. AMICK

E. W. FITCHER

## Amick Transfer & Storage Co.

1029 Santa Fe Drive, Denver, Colo.

### FIREPROOF WAREHOUSE

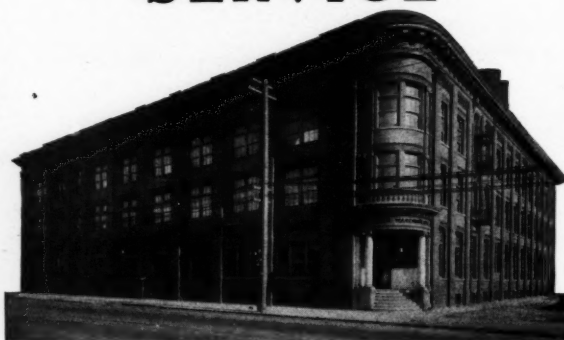


Pool cars distributed.  
Local and interurban truck  
service.  
Low insurance rates.

Household Goods  
Complete packing service.  
Reciprocity at every opportu-  
nity.  
Open or private storage.

SAN FRANCISCO, CAL.

## SERVICE



Office and Main Warehouse  
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address

"SOUTHER"

Codes

All Standard

Private Terminal on So. Pac. Tracks  
Exclusive Facilities for Handling Automobiles, Trucks,  
Tractors, Etc.

In 1924 we handled 17,000 motor vehicles

## SOUTHER WAREHOUSE COMPANY

### BOXING FOR EXPORT SHIPMENT

All details handled, bills of lading, clearance, etc.  
We are Specialists in this business.

MAY WE SERVE YOU?

DENVER, COLO.

## The Johnson Storage and Moving Company, Inc.

221 BROADWAY

### MODERN FIREPROOF WAREHOUSE

DENVER, COLORADO

Member { C. T. & S. A.  
N. F. W. A.

Household Pool Car Distributors

DENVER, COLO.

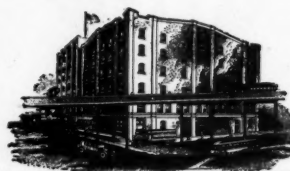
## WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

### DENVER

Serves Two Million Population



Send Pool Cars in our care for distribution.  
42 teams and trucks insure prompt service  
to customers and satisfaction to you..

## The Kennicott-Patterson Transfer Co.

1700 Sixteenth St.

DENVER, COLORADO

The Men Who Distribute

## Revere Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



DENVER, COLO.

F. C. Bartle, President

**The Merchants Storage &  
Transfer Co., Inc.**

**Drayage and Storage Distribution**

**OFFICE**

1556 Wazee Street  
Telephone Main 6667

**WAREHOUSES**

1536 Wynkoop St.  
Telephone Main 1632

**Sprinkler System Warehouse**

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points  
at Reduced Rates

Distribution of Pool Cars Our Specialty

*Member*

Central Warehousemen's Club  
Colorado Transfer Companies Association  
American Warehousemen's Association  
Denver Transfer Companies Association  
National Furniture Warehousemen's Association

Correspondence Solicited

PUEBLO, COLO.

**Send Your Goods  
Where They Will  
Be Bought!**

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

**S A G E**  
**Transfer & Storage Co.**

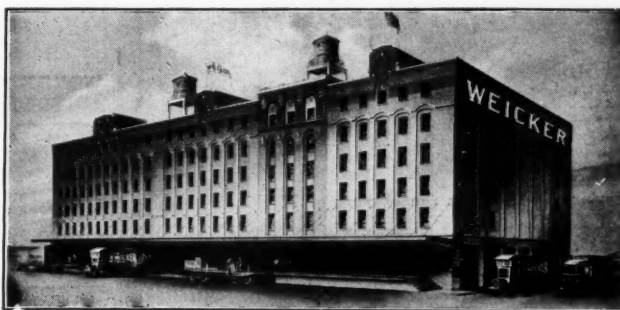
DENVER, COLO.

**When You Need  
SERVICE  
in Denver and  
vicinity**

*we are the distribution and  
warehousing specialists who  
can serve you best.*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



**THE WEICKER TRANSFER & STORAGE COMPANY**

1700 Fifteenth Street  
Denver Colorado



TRINIDAD, COLO.

*The Place to Get Service*

# POPLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

## THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods  
Warehousing and Distribution  
Private siding—Free switching  
Low Insurance—Prompt Service

GREENWICH, CONN.

## HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF  
HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Established 1850

Incorporated 1908

# The Bill Brothers Company

*Transfer and Storage*

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

## STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO.

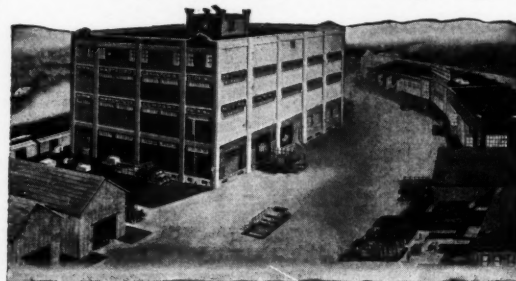
JOSEPH M. FELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving  
Packing, Crating and Shipping of Pianos, Furniture, China  
Only Fireproof Storage Warehouse in Hartford

Members { National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
Canadian Warehousemen's Association

HARTFORD, CONN.

## Hartford Despatch & Warehouse Company



### FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

#### MEMBERS OF

National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
American Warehousemen's Association  
American Chain of Warehouses  
Conn. Representatives: Big Four Transfer Co.

NEW LONDON, CONN.

## GARDNER STORAGE CO.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

Members: Conn. Warehousemen's Assn.

Nat. Furniture Warehousemen's Assn.

WATERBURY, CONN.

## The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture      Trucking { Local and  
          { Merchandise                      { Long Distance

Large Padded VANS for Furniture Moving

Members: N. F. W. A., Conn. W. A.

WATERBURY, CONN.

## Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators      Fireproof Buildings      Cap. 562 Rooms

MEMBERS: N. F. W. A.

Connecticut Warehousemen's Ass'n

The Men Who Distribute

## Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

WASHINGTON, D. C.

Modern  
Fireproof  
Building

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



**SMITH'S** TRANSFER & STORAGE CO., INC.  
1313 You Street, N. W.

WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**  
418-420 TENTH STREET, N. W.



MEMBERS:  
National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

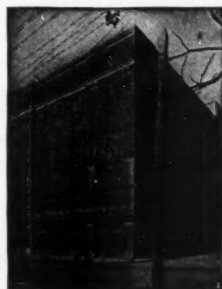
Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.

Distributors of Pool Cars

JACKSONVILLE, FLA.



**Delcher Bros. Storage Co.**  
459-61-63-65 Riverside Avenue  
FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST  
Shippers of Automobiles  
for Tourists

Member National Furniture  
Warehousemen's Association

JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**  
EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low  
Insurance Rate. Sub-Post Office and branch Western Union  
Telegraph. Joint Railroad Agent. L.C.L. freight loaded  
direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-  
house. Facilities for distribution of pool cars. Moving, pack-  
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment  
1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

**Orlando Bonded Warehouse (Inc.)**

Post Office Drawer No. 1672  
100-112 West Amelia Avenue  
Storage and Distributing of General Merchandise,  
Machinery, Household Goods

Private Siding, A.C.L.R.R.  
Member National Furniture Warehousemen's Association  
Sprinkler Protection Low Insurance  
It's a pleasure to serve you

PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alceiz Streets

TAMPA, FLORIDA

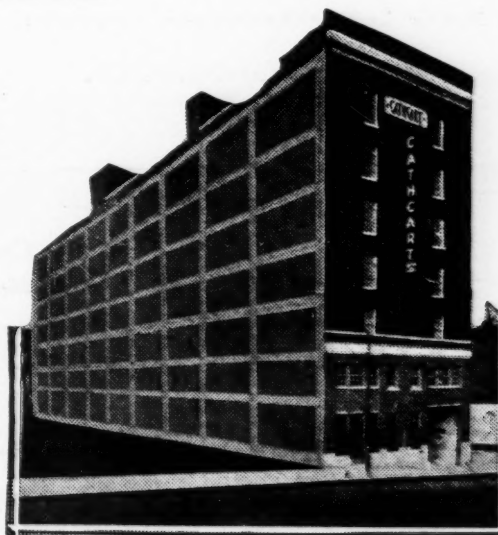
**JOBBERS WAREHOUSING COMPANY**

Storage, Distribution, Forwarding  
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space  
Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

ATLANTA, GA.



**CATHCART VAN AND STORAGE CO.**

HOUSEHOLD GOODS EXCLUSIVELY

THE **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.



ATLANTA, GA.

**CAMP TRANSFER & STORAGE, Inc.**

16 Central Ave.

Storage, Packing, Shipping of Household Goods  
Pool Car Distribution of Merchandise

Members of N. F. W. A.

ATLANTA, GA.



**MERCHANDISE ONLY  
STORAGE  
DISTRIBUTION**

Member American Warehousemen's Association

**Security Warehouse Co.**  
Atlanta, Ga.

AUGUSTA, GA.

L. C. DOOLITTLE, Gen. Mgr.

**Augusta Bonded Public Warehouse Co.**

Complete Warehouse Service in Storage and Distributing Merchandise.  
Logical Point for Georgia Pool Car Shipments.

DIRECT RAILROAD SIDING. ALL RAILROADS.  
REFERENCES: ANY BANK OUR CITY.

AUGUSTA, GA.

**THE HOLLINGSWORTH WAREHOUSES  
MERCHANDISE WAREHOUSING AND  
DISTRIBUTING POOL CARS A SPECIALTY**

Warehouse Not as Large as the Largest.  
But Our Service as Good as the Best.

The Men Who Distribute

**Bowser Tanks**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and Steamship Docks  
Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President  
Bay Street Extension and Canal  
P. O. Box 985 Savannah, Ga.

BOISE, IDAHO

**PEASLEY**

**TRANSFER & STORAGE COMPANY**

STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

BLOOMINGTON, ILL.



**The Whole Corn Belt Is At Our Door**

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

**JOHNSON TRANSFER CO.**

Bloomington, Illinois

The Men Who Distribute

**Postum Cereal**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**BLOOMINGTON, ILL.**

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

**BRUNTON  
TRANSFER & STORAGE CO.**

Since 1905

Pool Cars and Merchandise Distributors  
Household Goods stored; packing and  
crating; long distance moving a specialty.  
Local distributors for Procter & Gamble, H. J.  
Heinz Co., etc. Consign your goods in our care  
for prompt delivery.

415 N. Center St.

Phone 813

**CHAMPAIGN, ILL.  
URBANA, ILL.**

**WAGNER & SON**

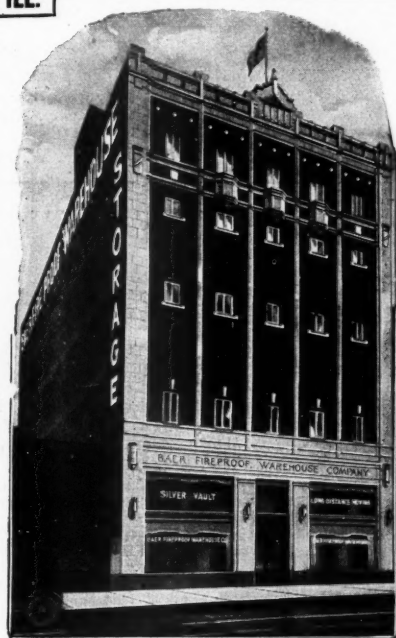
**TRANSFER—PACKING—STORAGE**

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

Champaign, Ill.

**CHICAGO, ILL.**



**BAER FIREPROOF WAREHOUSE CO.**

POOL CAR DISTRIBUTORS  
Of Furniture and Planos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Ware-  
housemen's Assoc.—Illinois F. W. Association—Furniture  
and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

**The Men Who Distribute  
Porter Door and Window  
Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**CHICAGO, ILL.**

**BEKINS**

Household Shipping  
Company



Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

**CHICAGO, ILL.**

**CENTRAL  
STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating

**CHICAGO'S FINEST MERCHANDISE WAREHOUSES**

On the great Chicago Junction Railway—In the world-  
famous Central Manufacturing District—The geographical  
center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate  $7\frac{1}{2}\%$

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination

**WHY NOT USE THE BEST FACILITIES?**

**CHICAGO, ILL.**



**From Now On  
At Your Service Here**

In order to serve our patrons with the efficiency  
which we consider essential, the Continental  
Warehouse Company is now located in the quar-  
ters illustrated above.

Increased floor space, fire-proof construction, and  
many other additional advantages are now avail-  
able for all.

On the Rock Island Railroad, with a 10-car spot.  
Usual pool car distribution. Our own fleet of  
trucks, as before. And lower insurance rates.

Let us prove to you, through the use of our im-  
proved service, that our expansion has been made  
for you.

**Continental Warehouse Company**  
2201-35 S. LaSalle Street Chicago, Ill.

## CHICAGO, ILL.

**Are You a Judge of Warehouses?  
Come and Look at a Good One**

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

**Currier-Lee Warehouse Co.**

427 W. Erie Street

Chicago, Illinois

Associated with Distribution Service, Inc.

Offices in New York, Chicago and San Francisco

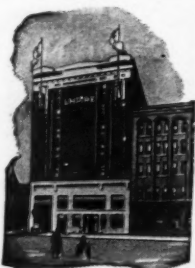
## CHICAGO, ILL.

**EMPIRE  
STORAGE  
COMPANY**

Fireproof  
Warehouses  
For Household Goods  
(Established 1891)

Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.



"Ship the  
Empire Way"

**EMPIRE STORAGE  
COMPANY**52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER

National Furniture Warehouseman's Assn.  
Illinois

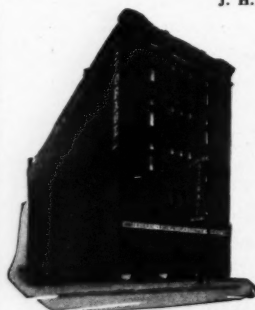
## CHICAGO, ILL.

J. H. MEYER, Pres. A. W. MEYER, V. Pres.  
ED. WEBER, Secy.**Federal Fire Proof  
Storage Company**Closest Storage Warehouse to  
the Loop**Removals, Packing,  
Shipping**Main Office and Warehouse (A)  
1230-1232 N. Clark Street

Warehouse (B)

871-873 N. State Street

ALL PHONES DIVERSEY 0600



## CHICAGO, ILL.

G. A. Foster, Pres. L. N. Foster, Vice-Pres. H. B. Foster, Secy. &amp; Treas.

**CENTER OF THE GREAT WEST SIDE****Garfield Park Storage Company**3111-17 W. Madison Street  
(Two Blocks East of Garfield Park)

Prompt and efficient service for West Side Shipments. Collections promptly remitted.

All Warehouses equipped with Automatic Burglar and Fire Alarms.

Capacity 1000 van loads.

Consign Carload Shipments from Stations on C. & N. W., or C. M. & St. P. Rys. as follows:

C. & N. W. Ry.: to California Avenue Team Track  
C. M. & St. P. Ry.: to Western Avenue Team Track

Carload lots from Stations on other lines should be consigned care Baltimore & Ohio, Chicago Terminal Transfer Railway, Kedzie Ave. and Taylor St. Team Track.

MEMBERS OF N. F. W. A. and I. F. W. A.

## CHICAGO, ILL.

**HARDER'S****Fireproof Storage & Van Co.**Largest System of Fireproof Storage Warehouses in the  
United States**HOUSEHOLD GOODS**

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

**MERCHANDISE**

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

**Pool Car Distributors**Members N. F. W. A., A. W. A.,  
Ill. W. A.

OAKLAND  
Fortieth Street and Calumet Ave.  
KENWOOD  
4714-16 Cottage Grove Ave.  
WOODLAWN  
1117-18 East 63rd St.  
ENGLISHTOWN  
6154-56 Wentworth Ave.  
STONY ISLAND  
6824-26 Stony Island Ave.  
BROADWAY  
4015-17 Broadway

**Harder's Fireproof  
Storage & Van Co.**General Offices  
40th St. and Calumet Ave.  
Chicago



CHICAGO, ILL.

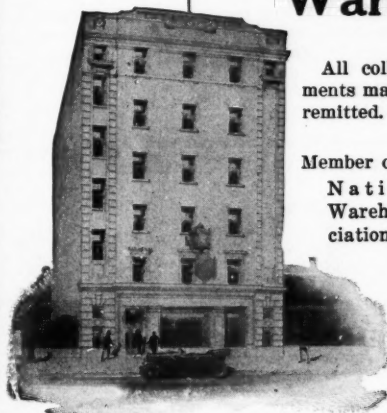
**GRISWOLD & WALKER, Inc.**  
OPERATING G. & W. TERMINAL and  
SIBLEY WAREHOUSES  
ROY C. GRISWOLD, Pres. S. H. VERRAL, Treas.  
WELLINGTON WALKER, Vice-Pres. H. H. SMITH, Secy.  
Capital \$300,000.00  
Executive Offices: 1525 Newberry Ave.  
CHICAGO  
This consolidation creates the most Complete Warehousing Organization  
in Chicago and the Middle West.  
MERCHANDISE STORAGE AND DISTRIBUTION  
U. S. CUSTOMS AND INTERNAL REVENUE BOND  
Motor Truck Delivery. Parcel Post Distribution. Trap Car  
Reshipping. Field Warehousing. Pool Car Distribution.

CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

**Storage  
Warehouses**



All collections on ship-  
ments made to us promptly  
remitted.

Member of  
National Furniture  
Warehousemen's Asso-  
ciation, Illinois, New  
York and  
Southern  
Warehouse-  
men's Asso-  
ciation.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all  
Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

"NO DELAYS"

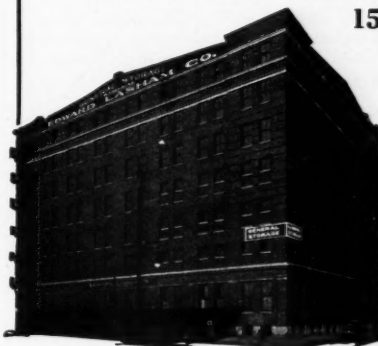
## Edward Lasham Co.

Merchandise Storage  
Pool Car Distributors  
Teaming and City Delivery  
Seventy-Five Motor Trucks and Wagons  
Downtown Modern Warehouse  
Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,  
Chicago & Northwestern and Chicago, Burlington &  
Quincy.

### EDWARD LASHAM CO.

1559 S. State St.  
Chicago  
Illinois



CHICAGO, ILL.

## We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick  
and careful distribution of goods in this territory are  
so well organized that your delivery promises are always  
kept—which means more clients and more profits.

Our B & O C T Warehouse has private switch track  
connecting with all Trunk Lines entering Chicago.

We specialize in—

Pool Car Distribution.  
City and Suburban Delivery.

**Merchants Warehouse and Distributing  
Company**  
Chicago, Ill.

CHICAGO, ILL.

Free Switching

Crane Service

Storage for  
**MACHINERY**  
Exclusively

**Machinery Warehouse Co.**

74th and Ashland Ave.

Chicago

CHICAGO, ILL.

**MIDLAND SHIPPING SERVICE**  
UNION  
FREIGHT  
STATIONS  
ON  
PREMIER  
GREAT SALT RAILROAD  
**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE and DISTRIBUTING  
15th St. and Western Ave.  
Chicago, Ill.  
No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments.  
WAREHOUSES  
NO. 1 437 AND ROBBY STS.  
NO. 2 159 W. AND WESTERN AVE.  
NO. 3 157 W. AND WESTERN AVE.

## CHICAGO, ILL.

**North Pier Terminal Co.**

See our advertisement on front inside cover page

## CHICAGO, ILL.

**The Ontario Warehouse Co.**  
Ontario and Kingsbury Sts., Chicago, Ill.**MERCHANDISE STORAGE****Distributing—Forwarding**  
**Prompt and Efficient Service**

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

**Very Low**  
**Insurance Rates****CM&STP Ry. Track**  
**Inside Buildings****The Men Who Distribute****Jiffy Desserts****Read DISTRIBUTION & WAREHOUSING**  
**and consult the Shippers' Index**

## CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.**Merchandise Storage**

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates****Use Our Service****Tunnel Service—Cut your cartage in half**

## CHICAGO, ILL.

**Soo Terminal Warehouse****519 W. Roosevelt Road****Chicago, Illinois****Merchandise Storage and Distribution**  
**Pool Cars Efficiently Handled**

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora &amp; Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

## CHICAGO, ILL.

**W**rite or  
**ire**  
**ESTERN****W**hen you  
**ant a**  
**AREHOUSE****AT****C**HICAGO**SAVE TIME, MONEY and WORRY**in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.  
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

**WESTERN WAREHOUSING COMPANY****MERCHANDISE WAREHOUSES**  
**POLK STREET TERMINAL, PENNSYLVANIA SYSTEM**

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

**SOUTH SIDE STORAGE FOR  
SOUTH SIDE DISTRIBUTION**

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is **Service**, prompt, efficient and reliable.

*Direct Connection with All Roads*

**SOUTH SIDE SHIPPING & STORAGE  
WAREHOUSE**

131-135 West 63rd Street

Phone Normal 6266

DANVILLE, ILL.

**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.

Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.



**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

CHICAGO, ILL.

**Have Your Own  
Transfer Representative  
In Chicago**

**I**F you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.  
1020 So. Canal St.  
Chicago, Ill.**

DECATUR, ILL.

**Ship to Meridith for Prompt  
Service in Decatur and Environs**

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

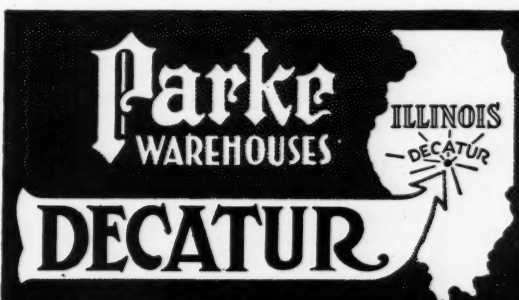
**F. M. MERIDITH**

Storage and Transfer Co.

320-350 E. Cerro Gordo

Decatur, Ill.

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

**PARKE WAREHOUSES**

Decatur, Illinois

**STORAGE AND DISTRIBUTION**

DANVILLE, ILL.

**Beeler Transfer & Storage**

Merchandise Pool Car Distribution. Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.



## DECATUR, ILL.

SINCE 1892

**Hamman Bros. Transfer & Storage Co.**

Decatur's pool car distributors. Private switch to the ONLY FIRE-PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:—Williams St. at Broadway

## ELGIN, ILL.

**Consign To Us To Reach The Fox River Valley**

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE &amp; TRANSFER CO., 60-62 River Street, Elgin, Ill.

## LA SALLE, ILL.

**General Merchandise Storage**

Pool Car Distributors

Private Sidings

Free Switching

Rock Island, C. B. &amp; Q., I. C. Rys.

Members I. W. A.

Porter Produce and Storage Co.

La Salle

Illinois

## MOLINE, ILL.

**Fireproof Warehouse**

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**

1205-1209 Fourth Ave.

Moline, Illinois

## PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

**O'Neill Bros. Transfer & Storage Co.****Merchandise Hauling**

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

Merchandise and Furniture Storage

**Commercial Furniture Warehousing**

617-619-621 S. Water St.

Peoria, Ill.

## ROCKFORD, ILL.

**Carry Spot Stocks  
at Rockford—and at  
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

**Bartlett Storage Warehouse**

Rockford, Illinois

## ROCKFORD, ILL.

**"The Choice of the Greatest Industries"**

## ROCK ISLAND, ILL.

**Rock Island Transfer & Storage Co.**

Merchandise Warehousing and Distribution

Motor Truck Service

C. B. &amp; Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

## SPRINGFIELD, ILL.

**HILLIER STORAGE COMPANY**

Fireproof Warehouses

Merchandise and Pool Car Distribution—Spot Stock Delivery—Motor and Team Service.

Household Goods Storage—Moving, Packing and Shipping.

Private Siding C. &amp; A. Free Switching from all Railroads when Billed in Our Care.

Office: 413 N. 4th St.

Springfield, Ill.

**SPRINGFIELD, ILL.**

**Merchants Transfer & Storage Co.**  
**BONDED WAREHOUSE**  
STORAGE, PACKING, MOVING AND SHIPPING  
HANDLING MERCHANDISE CARS A SPECIALTY  
HEAVY AND LONG DISTANCE HAULING  
1000 EAST MONROE STREET  
SPRINGFIELD, ILL.

**EVANSVILLE, IND.**

**Central Warehouse Co.**

INCORPORATED

F. W. GRIESE, Pres. and Mgr.

**PUBLIC STORAGE  
AND WAREHOUSE**

901 Main St. Evansville, Ind.

Mdse. Only  
Storage & Distribution  
Illinois Central Tracks.  
Free Switching.

**FORT WAYNE, IND.**

**Fort Wayne Storage Company**  
**FORT WAYNE, INDIANA**  
*General Merchandise  
Storage and Forwarding*

**FORT WAYNE, IND.**

**PETTIT'S STORAGE WAREHOUSE CO.**  
"FIREPROOF" BUILDINGS  
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District  
We have our own truck line and are equipped to make prompt deliveries  
Private siding



**FORT WAYNE, IND.**

**Southside Storage & Van Co.**

Furniture Packing, Crating, Storage, Overland Moving  
and General Trucking

327 E. Superior St. Fort Wayne, Ind.

**INDIANAPOLIS, IND.**

**D. & D. TRANSFER & STORAGE CO.**  
Indiana Licensed Class A Warehouse  
221-23 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the  
Storage and Distribution of Merchandise.  
Private R. R. Siding—Free Switching.  
Over 21 Years Continuously Serving  
Local and National Firms

**INDIANAPOLIS, IND.**

"Coburn Service for Efficiency"

**Henry Coburn Storage  
& Warehouse Co.**

Indianapolis

Merchandise Storage

Quick Shipments

Distribution Cars

Orders filled and en route the day received.

No trap car delays.

We own and operate our truck equipment.



**INDIANAPOLIS, IND.**

**Indiana Refrigerating  
Company**

See our advertisement on front inside cover page

**INDIANAPOLIS, IND.**

**Indiana Terminal Ware-  
house Co.**

See our advertisement on front inside cover page

**INDIANAPOLIS, IND.**

**MANUFACTURERS!!!**

**We Need Twenty More Satisfied Customers**

We can BEAT THEM ALL when it comes  
to PROMPT SHIPMENTS from STOCK.  
If you want INDIANA business, you need  
stocks here to compete with Indianapolis  
Manufacturers and OTHERS. Write us  
YOUR needs.

**INDIANAPOLIS WAREHOUSE CO.**

330 West New York St.  
(18 years' experience)

FRANK A. TODD, V. P. & G. Mgr.

## INDIANAPOLIS, IND.

**Shank Fireproof Storage Co.**

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

**PACKING** **MOVING**  
**STORAGE** **FORWARDING**

Members of N. F. W. A.

## MUNCIE, IND.

H. L. OLIVER, President  
D. O. HENDERSON,  
Sec. and Treas.

Iron Safes, Machinery, Household Goods and Pianos Moved

All Kinds of Merchandise Stored and Distributed

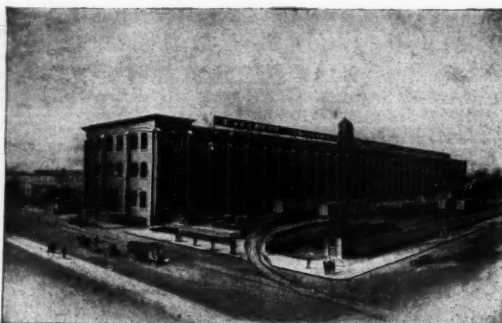
TELEPHONE 141-142



DELAWARE TRUCKING CO., INC. Muncie, Ind.

Carload Shipments Distributed  
Pool Car Distributing Long Distance Hauling  
Motor Service Private Siding to Warehouse  
Free Switching from All Railroads

## INDIANAPOLIS, IND.

**INDIANAPOLIS, IND.****TRIPP WAREHOUSE COMPANY**  
Indianapolis, Ind.

Merchandise Storage and Distribution  
Prompt and Efficient Handling of Pool Cars  
Centrally Located in Shipping District  
Insurance Rate—18 cents per \$100.00  
Motor Truck Delivery  
Service that Satisfies

## RICHMOND, IND.

Office Phone 2528

Member of Indiana Transfer and Warehouseman Association

**FOREST MONGER**  
**TRANSFER and STORAGE CO.**

STORAGE, GENERAL DRAYING  
AND TRANSFER

Long Distance Hauling a Specialty

Quick Service

Storage House 517-519 North D St. Fire Proof Storage

RICHMOND, IND.

Furniture—Packing—Crating and Shipping  
Distributors of Pool Cars

Collections Given Prompt Attention Motor Service

## SOUTH BEND, IND.

**WARNER WAREHOUSE CO.**

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Members: American Warehousemen's Assn.  
Central Warehousemen's Club.

## BURLINGTON, IOWA

Solicits your shipping  
on the basis of

**SERVICE**  
**PROMPTNESS**  
**EFFICIENT HANDLING**  
**EXCELLENT FACILITIES FOR**  
**DISTRIBUTION IN EVERY PHASE**

Transit Privilege on Sugar, Potatoes, Lumber &amp; Beet Pulp

Low Insurance Rate

Pool Cars

Storage

Distribution

**MERCER TRANSFER & STORAGE CO.**

Burlington, Ia.



## KOKOMO, IND.

Phone 307

"HAULIT"

Office: 905 N. Union St.

**Becraft Transfer and Storage Company**

KOKOMO, INDIANA

J. H. BECRAFT, Owner and Manager

H H Goods and Mdse. Storage  
Carload Distributing

Packing, Moving and Shipping  
Private Siding—Pennsylvania Ry.

## MARION, IND.

**VIRGIL F. LEMON**

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St. Marion, Indiana

Furniture Packing, Storing and Shipping

## CEDAR RAPIDS, IOWA

**Cedar Rapids Transfer & Storage Co., Inc.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space



DAVENPORT, IOWA

**Where the West Begins**



Reliable for 20 Years  
Saving-freight  
The Mississippi  
Rate Break

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.  
Reference—93 Nationally Known Firms Using Our Distributing and Warehouse Service.  
Ewert & Richter Express and Storage Co., Davenport, Iowa

CEDAR RAPIDS, IOWA



**LYNCH SERVICE**  
Complete and Dependable  
Your assignments will be promptly and carefully executed by a skillful and responsible organization.  
Modern Equipment—Trackage—New Fireproof Building  
**LYNCH TRANSFER CO.**  
Established 1884  
CEDAR RAPIDS, IOWA  
Moving — Packing — Shipping — Storage

DES MOINES, IOWA

**WARE TRANSFER & STORAGE CO.**  
Furniture Moved, Packed, Stored, Shipped  
We Specialize in City Distribution  
Covering All Sections of City Daily  
**IOWA'S LARGEST PIANO MOVERS**  
Office and Warehouse, 12th and Keosauqua Way  
Member I. W. A.

DES MOINES, IOWA

**RED LINE**  
**Transfer & Storage Co., Inc.**  
*Merchandise and Furniture Warehouse  
Distributors and Forwarders*

Send Your Pool Cars in Our Care  
New Fire-Proof Warehouse  
Teams or Auto Trucks for Hauling  
Free Switching on All Railroads to Our Warehouse

**515 East Court Ave. Des Moines, Iowa**

**Pick Your Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.

DES MOINES, IOWA

**SERVICE FOR THE SHIPPER**



Our service and equipment enables us to handle your shipments to the best advantage.  
Warehouse located within a short haul of local depots and wholesale and retail districts.  
Storage for all commodities.  
Pool car distribution.  
Write for rates and information.  
Place spot stocks with us and give your customer quick service.

**200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.**

**MERCHANTS**  
**TRANSFER & STORAGE CO.**

Member:  
American Chain of Warehouses, Incorporated  
Eastern Representative:  
415 Greenwich Street  
New York City  
Western Representative:  
203 So. Dearborn Street  
Chicago

Small and bulky items — Des Moines, Iowa  
Members: AWA, NFWA.

## MARSHALLTOWN, IOWA

**EWING of MARSHALLTOWN**

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

## OTTUMWA, IOWA

**DAGGETT****TRANSFER AND STORAGE**

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

## MEMBERS:

Central Warehousemen's Club  
National Furniture Warehousemen's Association

## SIOUX CITY, IOWA

**BEKINS VAN & STORAGE CO., Inc.**

Est. 1890

Moving. Packing. Storage. Shipping. Household  
Goods and Pianos. Low Insurance Rates. Equipped  
to handle all kinds of merchandise. Mdse. Warehouse  
near Fourth and Water Sts. Fireproof Warehouse  
Sixth and Perry Sts.

## SIOUX CITY, IOWA

**Berthelsen Transfer and  
Storage Company**

Household Goods packed, stored and  
shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise  
Warehouse.

1509-11-13-15 East Fourth St.  
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

## SIOUX CITY, IOWA

**Brown Van & Storage Co., Inc.**

A. R. BROWN, Pres.

HOUSEHOLD GOODS MOVED,  
PACKED AND STORED  
CRATING AND SHIPPING  
LONG DISTANCE HAULING  
FIREPROOF STORAGE

514 Eighth St.

Sioux City, Iowa

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

**ROSENTHAL**

Fireproof and Steam Heated Storage  
300 Iowa Street, Sioux City, Iowa

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## KANSAS CITY, KANSAS

**THE INTER-STATE  
TRANSFER & STORAGE COMPANY**  
PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor

Both Telephones 0075

We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

## PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-  
burg, Kansas City Southern, Missouri Pacific, and St. Louis  
& San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.  
P. O. Box 527

## TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

**THE TOPEKA  
TRANSFER & STORAGE CO., Inc.**

Established 1880

**Three houses for  
Merchandise—Household Goods**

Our private switch connects with the A. T. & S. F., C. R. I. &  
P., U. P., and M. P. Free switching. Motor van, packing and  
reconditioning services. Prompt remittance of advanced charges  
and collections. POOL CAR DISTRIBUTION and shipment from  
spot stocks of merchandise at low rates, accurately and promptly.  
Consign a carload for a test.

## WICHITA, KANSAS

Lowest Insurance

**"Where Service Counts"**

Storage Distribution and Forwarding

**BROKERS OFFICE & WAREHOUSE CO.**

—Bonded—

143 North Rock Island Ave.

Fireproof



Private Siding. Direct Connection all Rail-  
way Lines Entering City.

Centrally Located in the Jobbing District  
and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr

The Men Who Distribute

**Vacuum Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.  
J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing  
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend  
at Current Rates Upon Our Own Warehouse Receipts.

**UNITED WAREHOUSE CO.**

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.

LEXINGTON, KY.

**W. R. MILWARD**

**Furniture Storage**

Packing and Shipping

LEXINGTON 159-161-163 North Broadway

ESTABLISHED 1879

KENTUCKY

LEXINGTON, KY.

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.

DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

The Men Who Distribute

**California Walnuts**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

LOUISVILLE, KY.

**Tabb Storage Warehouse  
and  
Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

**NEWSPRINT—RAILWAY STORAGE**

**GENERAL HAULING**

**A Thousand Salesmen**

at a cost to you of ten thousand dollars a  
day could not give your business the same  
simultaneous coverage in the warehousing  
industry as is represented by an advertise-  
ment in "Distribution & Warehousing" at a  
cost to you of less than twenty-five dollars.

Furthermore—your advertisement con-  
tinues working for you the whole balance  
of the month

**FOR NOTHING**

The progressive manager will use this silent  
salesman to advantage NOW.

*Advertising rates on request*

**Distribution and Warehousing**

249 West 39th St.

New York City



NEW ORLEANS, LA.

## NEW ORLEANS

In the heart of the  
Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

Central  
Distributing  
Warehouses

Shipside  
Terminals

Commercial Warehouse

The most centrally located  
warehouse in the city

Alabo Warehouse

The only public warehouse  
in New Orleans on the water  
front — wharf facilities for  
the largest ocean steamers

COMMERCIAL  
WAREHOUSES

NEW ORLEANS, LA.

## STORAGERS IN OTHER CITIES:

Here's why you can trust your clients' goods with

**O. K. STORAGE & TRANSFER CO.**  
New Orleans

*We Treat Clients You Refer to  
Us with Every Consideration*

Our Building Is Absolutely Fireproof  
We Make Remittances Promptly  
We Are Financially Responsible

*We Specialize in Household Goods  
and Office Furnishings Exclusively*

**WE KNOW HOW**



General Manager

**O. K. Storage & Transfer Co.**

New Orleans, La. Louisville, Ky. Memphis, Tenn.

NEW ORLEANS, LA.

## ALL YOU DESIRE



Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays.

Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and inter-urban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.


Export and import matters can be safely left to us.

STANDARD  
Warehouse Company

**100 Poydras Street  
NEW ORLEANS**

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875 Incorporated 1918  
*General Storage and Distributing*



Rail and Water Connection  
Private Siding  
Member  
American Warehousemen's Association  
American Chain of Warehouses

PORTLAND, MAINE

**Galt Block Warehouse Company**  
Portland, Maine  
Storage, General Merchandise, Household Goods and Automobiles  
Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.  
Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President  
**BALTIMORE STORAGE CO.**  
1710-20 Edmondson Avenue Charles and 26th Sts.  
Bruce St. and Summit Place  
Member { N. Y. F. W. A. Operates 3 Warehouses.  
{ Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates  
**Merchandise Warehousing**  
&  
**Distribution**  
Complete modern Warehouse Service to all shippers.  
Pool-Cars a Specialty  
Located in heart of wholesale district  
**CENTRAL WAREHOUSE CO.**  
517 to 525 W. Baltimore St.  
"We Give Service, Don't Promise It."


BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.  
Est. 1896  
**DAVIDSON TRANSFER & STORAGE CO.**  
"Baltimore's Leading Movers"  
FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

**FIDELITY STORAGE CO.**  
2104-6-8-10 Maryland Avenue  
*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*  
Members Baltimore Furniture Warehousemen's Association, National Furniture Warehousemen's Association.  
**Baltimore's Modern Fireproof Warehouse**

BALTIMORE, MD.

There Is Profit and Service in  
  
**Long Distance Removals**  
Specializing in long distance moving, we cover the principal cities throughout the Eastern section of the United States with regularity. Our experience and facilities will solve your long distance problems.  
In addition you will find our service profitable to you and satisfactory to your customers.  
Loads or part loads of household goods, office equipment or merchandise to or from Baltimore, Washington, Richmond, Pittsburgh, Cleveland, Youngstown, Buffalo, Philadelphia, Trenton, New York, Albany, Bridgeport, Hartford, Springfield, New London, Providence and Boston or en route.  
Utmost care used with special compartments for breakable or fragile articles. Write or phone me when you want quick service. Get particulars of how we make it profitable for you to use our service.  
**J. NORMAN GEIPE**  
Home Office 1202-4 Edmondson Ave.  
Day and night phone and telegraph service—  
Gilmor 2132-3  
New York Office—1247 E. 87th St., Brooklyn  
Call Day or Night SKIDMORE 1822

BALTIMORE, MD.

Established 1879  
**MONUMENTAL STORAGE & CARPET CLEANING CO.**  
1110-1116 PARK AVENUE, BALTIMORE, MD.  
ABSOLUTELY FIREPROOF WAREHOUSE  
Furniture Storage — Packing — Moving  
Carpet Cleaning  
Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

**McCormick Warehouse Company**

McCormick Building  
Private Railroad Siding All Railroad Connections  
General Storage Pool Car Distribution

Connections with M. & M. T. Co.  
on New England C. L. Movement

BALTIMORE, MD.

**Security Storage & Trust Company**

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

ARLINGTON, MASS.

**ARLINGTON STORAGE WAREHOUSE**

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec- Separate Locked Rooms for Fur-  
tions niture  
Household Goods Exclusively First-Class Auto-Truck Service  
Modern Heated Piano Room Packing and Shipping Anywhere  
Consignments Solicited

BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

**Dorchester Fireproof  
Storage Warehouse**

*Moving—Packing—Shipping*

We operate a fleet of modern enclosed  
padded vans.

Our complete service covers Boston  
and all suburbs.

Office and Warehouse:  
690 Dudley St., Boston



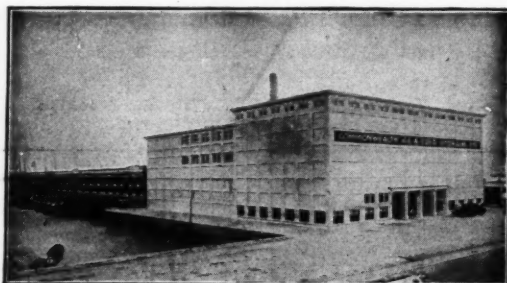
Members { N. F. W. A.  
A. W. A.  
Can. W. A.  
Mass. W. A.



BOSTON, MASS.

**For Service in Boston  
It's Commonwealth**

*Where Rail Meets Sail*



*Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.*

*General storage space for all classes of merchandise.  
Perfect local distribution facilities.*

**COMMONWEALTH  
ICE AND COLD STORAGE CO.**  
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and  
LONG DISTANCE MOVING**

Having a five story building comprising forty-one  
thousand square feet devoted exclusively to the  
Packing and Storing of Household Goods and  
Office Furniture for shipment.

We are the largest concern in New England doing  
this kind of work, operating a fleet of trucks for  
intercity and interstate shipments, also take care  
of your collections and represent you at this end.

46 Bromfield St. Main Office Boston  
587 Columbia Road Dorchester Office: Dorchester, Mass.  
76 Broadway Packing Department: South Boston



**BOSTON, MASS.**

**Northern Avenue Stores &  
Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street Boston, Mass.

Direct Track Connection  
New York, New Haven & Hartford Railroad

Free and Bonded Storage of  
General Merchandise

Wool Consignments Especially Solicited

**FORT HILL STORAGE WAREHOUSE**

78-84 Purchase Street 415-429 Atlantic Avenue

General Merchandise

Particularly desirable for Canned Goods or any  
Merchandise requiring a non-freezing tempera-  
ture.

Let us submit rates. Store with us and get  
service.



**WILLIAM B. HARPER**  
General Manager

**BOSTON, MASS.**

**GIBBS EXPRESS Co. YETTEN'S STORAGE**  
ESTABLISHED 1845

**POOL CAR DISTRIBUTION**

LeBaron R. Yetten

232 State St.

**BOSTON, MASS.  
BRIGHTON, MASS.**



Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater  
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

**BOSTON, MASS.**

**Terminal Wharf & Railroad Warehouse Co.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**

B. & M. RR.  
Mystic Wharf,  
Boston

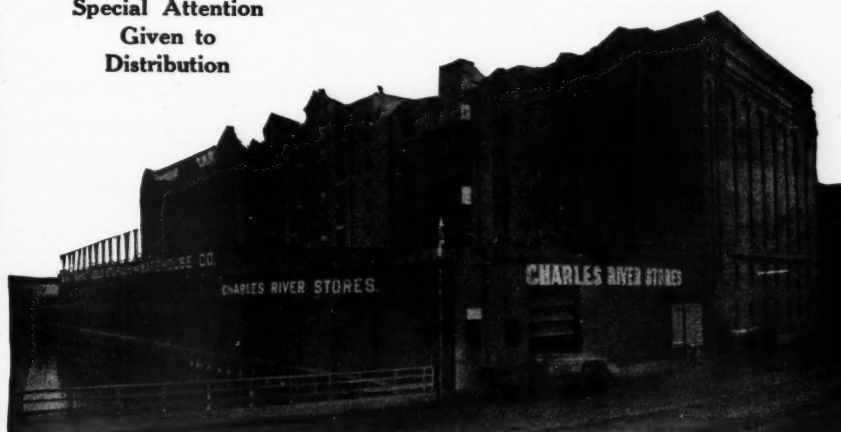
N. Y., N. H. & H. RR.  
E. Street Stores  
South Boston

**BOSTON, MASS.**

**Quincy Market Cold Storage and Warehouse Co.**

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
Distribution



Charles River Stores, 4,776-  
000 cu. ft. Fireproof construc-  
tion—Lowest Insurance Rates.  
Direct track connection with the  
Boston & Maine R.R. Deep  
Water Connection—Dock 500  
ft. long.

Albany Terminal Stores, 1-  
430,000 cu. ft. Fireproof con-  
struction—Lowest Insurance  
Rates. Direct track connection  
with the Boston & Albany R.R.

Constitution Stores, 623,000  
cu. ft. Battery Wharf, 1,500-  
000 cu. ft. Wharfage and  
Storage. Connects with all  
railroads via Union Freight  
R.R.

Summer Street Stores, 2-  
000,000 cu. ft. Fireproof con-  
struction. Lowest Insurance  
Rates. Direct track connection  
with the New York, New Haven  
& Hartford R.R.

**GEORGE S. LOVEJOY, Manager, General Storage Department**

Main Office: 178 Atlantic Ave., Boston, Mass.

Member American Chain of Warehouses, Inc.  
New York Office: 415 Greenwich St. Chicago Office: 203 S. Dearborn St.

## CAMBRIDGE, MASS.



When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
 134 Massachusetts Avenue, Cambridge, Mass.  
 WARREN B. HIBBERT, Manager

## HOLYOKE, MASS.

**Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. &amp; H. and B. &amp; M. Sidings

## NORTHAMPTON, MASS.

Moving—Storing—Packing—Shipping  
**GLEASON BROTHERS** P. P. Gleason Prop.

Long distance transfer by auto truck  
 Building Movers—Crushed Stone, Cement and Mortar Sand  
 Storage Warehouse—N. Y., N. H. & H. R. R.  
 Office 7 Pearl St.—Tel. 413-W  
 Member National Furniture Warehousemen's Assn.  
 Northampton Baggage Transfer  
 Boston & Maine R. R.—N. Y., N. H. & H. R. R.  
 Tel. 153

## SPRINGFIELD, MASS.

**FURNITURE and MERCHANDISE  
 STORAGE and DISTRIBUTION**

POOL CARS HANDLED

Fireproof Construction. Low Insurance Rate.

Correspondence Solicited.

**CENTRAL STORAGE WAREHOUSE, INC.**

270 Liberty Street

Members: A. W. A. and N. F. W. A.

BILL KNEELAND, President

Daniel J. Curtis, Treasurer and Manager

## WORCESTER, MASS.

**Bowler Storage & Sales Co.**

Main Office  
 81 Lafayette St.  
 Telephone  
 Park 194  
 Worcester  
 Mass. —

*A Warehouse  
 That Does Your  
 Business the  
 Way You Want  
 It Done*

In fact every intelligent service that could be expected of a personally operated warehouse is performed with strictest attention to all the details of each transaction.

Serve your New England customers through our warehouses at

Worcester, Massachusetts  
*Logical point of distribution  
 for New England*

Members

Merchandise  
Division

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
 General Merchandise Distribution; Pool Car Shipment  
 MEMBERS A. W. A. AND N. F. W. A.

## SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS  
 STORAGE WAREHOUSE**

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

## WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

**GEORGE A. BOWKER, Inc.**

STORAGE WAREHOUSE

Distributors of General Merchandise  
Carload and Pool Lots a SpecialtyNEW BUILDING B. & M. R. R. SIDING  
122-124 Central Street 111-113 Thomas Street

Reliable Service

## BAY CITY, MICH.

**The Riverside Truck & Storage Co.**

Storage Household Goods and Merchandise

Pool Car Distribution

25000 ft. Floor Space. Private Siding

Office and Warehouse

2nd and Adams Sts., Bay City, Mich.

## DETROIT, MICH.

**GREAT CENTRAL WAREHOUSE CO.**

1321-12th Street

MERCHANDISE WAREHOUSING

Private siding Michigan Central R.R., daily 40 car capacity

Courteous, Prompt and Efficient Service

Pool car distribution Detroit and vicinity

Our location in heart of Detroit's west side activities— $\frac{1}{4}$  mile from all freight depots and boats, center of all wholesale and jobbing district.**GREAT CENTRAL BUILDS YOUR BUSINESS**

## WORCESTER, MASS.

**NORTHEASTERN  
 STORAGE & DISTRIBUTING CO.**

Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## DETROIT, MICH.

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers

Moving

Packing

Shipping

Storage

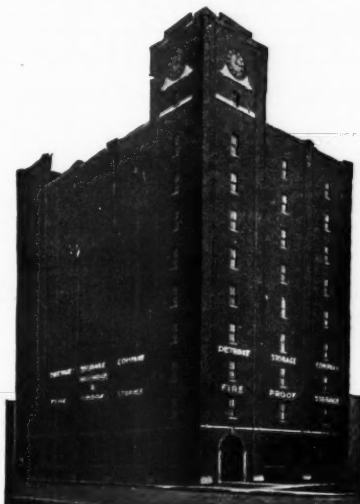
Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

DETROIT, MICH.

# Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING  
Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

# MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

DETROIT, MICH.

# METROPOLITAN MOVING CO.

Moving, Storage, Packing, Shipping  
WE MOVE BY VAN WITHIN 1000 MILES  
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT, MICH.

# The Michigan Terminal Warehouse Co.

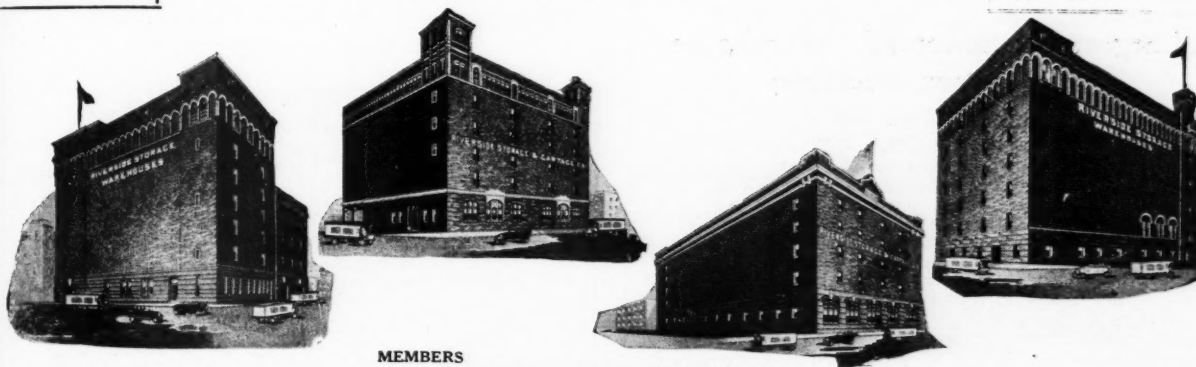
See our advertisement on front inside cover, page 2.

The Men Who Distribute

## Campbell Soups

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

DETROIT, MICH.



MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association

J. D. DUNN  
President & Treasurer

R. CROUL DICKINSON  
Vice-President

U. H. BREAUULT  
Secretary

## STORAGE—REMOVALS—PACKING—SHIPPING

### "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

# RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.  
DETROIT, MICHIGAN



## DETROIT, MICH.

## CONSIGN CRATED SHIPMENTS

TO THE ROBINSON STORAGE COMPANY  
434 E. Willis Avenue Detroit, Michigan  
Via MC, Wabash or NYC Russell St. Dely. or GT Trombly St. Dely.

**MOVING**  
Long Distance  
**CRATING**



**STORAGE**  
A Specialty  
**SHIPPING**

# ROBINSON

## GRAND RAPIDS, MICH.

## Most Up-to-Date Warehouse in Michigan

Concrete Construction.  
Absolutely Fireproof. Sprinkler Risk.  
Lowest Warehouse Insurance Rate in State.  
Track Capacity, 25 Cars.  
Latest and Best Equipment for Handling

**General Merchandise Storage**

Cartage Facilities.  
High Grade Service Guaranteed.  
Negotiable Warehouse Receipts Issued.  
Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**  
505-511 Fulton Street, West Grand Rapids, Mich.

## DETROIT, MICH.

## WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE  
AND  
TERMINAL RAILROAD

**Storage**

**Moving**

**Packing**

**Shipping**

**LARGEST FIREPROOF WAREHOUSE IN STATE**

Members National Furniture Warehousemen's Association

## GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

## Kent Storage Company

**General Merchandise Cold Storage**

**Storage—Reforwarding—  
Distributing**

Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

## GRAND RAPIDS, MICH.

## Largest Commercial Warehouse in Western Michigan

Located within four blocks of  
all principal freight depots

Instant Service. Merchandise Warehouse only.  
Only warehouse in Grand Rapids operating  
our own transfer business in addition to the  
warehouse. We operate 36 horse drawn ve-  
hicles and 12 motor trucks. Shipments made  
same day orders are received. Pool Car Dis-  
tribution. Private R. R. Siding. Free Switch-  
ing. Michigan Central R. R.

**COLUMBIAN STORAGE & TRANSFER CO.**  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

## Elston Packing & Storage Company

Wealthy Street and Charles Avenue, Grand Rapids, Mich.  
Fireproof and Non-Fireproof Warehouses

100,000 Square Feet

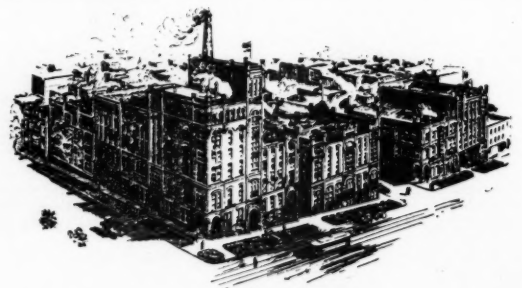
**Storage—Moving—Packing—Shipping**

M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—C. L. P. RR.—Mich.  
Elec. RR.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## GRAND RAPIDS, MICH.



## HELPS YOU GET MOST FOR YOUR MONEY

"The justification of the warehouse, in the end, is that it helps us get most for our money," says H. A. Haring in the August issue of *Distribution & Warehousing*.

There is no higher recommendation to the progressive business man who sets out to make good.

We have 12 RICHARDS Warehouses in Grand Rapids, completely equipped and carefully classified for the storage of practically every known commodity. Let them help you get the most for your money.

## RICHARDS STORAGE COMPANY

Michigan, Ottawa and Ionia Avenues  
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

**Western Michigan  
Transfer & Storage Co.**

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

JACKSON, MICH.

**Burnett Storage & Trucking Co.**

Jackson, Mich.

Distribution of Merchandise Pool Cars. Free Switching. Private Siding N. Y. C. & M. C. R. R. Two Warehouses—519 South Park Ave., 555 Liberty St.

Storage

General Trucking

KALAMAZOO, MICH.

**THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse

301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

**Fireproof Storage & Transfer Co.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
POOL CAR DISTRIBUTION

LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.

SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office  
N. Michigan Ave.

DULUTH, MINN.

**HART  
TRANSFER & STORAGE CO.**

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling. Private locked rooms. Heated piano and painting rooms. Advance charges remitted instantly. Packing. Storage, Shipping. Largest Padded Vans in the city. Private switch. No switching charges.

POOL CARS DISTRIBUTED

17 North Fifth Ave., West Duluth, Minn.

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

**DULUTH VAN & STORAGE CO.**

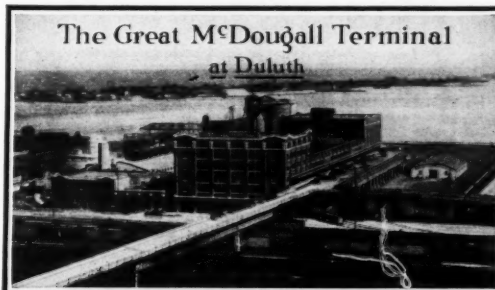
18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.



**DULUTH—Ranks Second to  
New York in  
Water-Freight Movement**

She is the literal water-gateway to and from the Great Northwest and your natural distributing point for this rich, western territory.

Ten Northwestern Railway Systems practically radiate from our Terminal. Free deliveries to our docks from all Boat Lines and on all freight routed "Lake and Rail." We offer

|   |               |              |
|---|---------------|--------------|
| Storage   | Concentrating | Cold Storage |
| Distribution  | Forwarding    | Financing    |
| Wholesaling, Manufacturing and "Branch Office" space.           |               |              |
| Fireproof Concrete Warehouse and a 10c Insurance Rate           |               |              |
| 350,000 sq. ft. General Storage—1,000,000 cu. ft. Cold Storage. |               |              |

"Trap-Car" Service—Less Cartage—No Demurrage.  
Strategic location—Expert Service—Courteous Cooperation.

We'd like to send full information, rates and literature regarding this trade territory and our service. We can help you.

McDOUGALL TERMINAL WAREHOUSE CO., DULUTH  
G. R. STEVENSON, Manager Storage Dept.

DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

When you think of Minneapolis, think of  
**BOYD**

THE  
REASON  
WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.

Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.

Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul. Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.

Net Resources over \$475,000.00.

Thirty-five Years' Experience.

**The Boyd Transfer & Storage Co.**  
"Specializing in the Care of Household Goods"

## MINNEAPOLIS, MINN.

# Cameron

TRANSFER &amp; STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
and Household GoodsConveniently located in business district.  
Trackage on C. B. & Q. and G. N. Rys.Motor Truck and Team Service  
Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

## MINNEAPOLIS, MINN.



## Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

## SKELETT COMPANY

Main Office

201 South Fifth Street Minneapolis, Minn.  
We operate Ballard Company in St. Paul

## MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET  
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool  
car distributors. Complete fleet of vans and motor trucks.



## ROCHESTER, MINN.

Carey's Transfer &amp; Storage

Expert Care of H. H. Goods

Long Distance Moving—Packing and Shipping  
Rates to Pacific Coast

CAREY'S TRANSFER &amp; STORAGE

Sixth St. and Ninth Ave. Northeast

Member Minnesota Warehousemen's Association and  
American Chain of Shippers, Inc.

## ST. CLOUD, MINN.

H. W. LANDWEHR

LANDWEHR TRANSFER &amp; STORAGE

200 Sixth Avenue, North

Moving—Packing—Storing—Shipping

Piano Moving a Specialty

No Long Distance Hauling

Local Master Service

Household Goods and Merchandise Storage

Established 1898

## MINNEAPOLIS, MINN.

# MURPHY

Transfer &amp; Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates,  
the safety of your goods is not only assured, but at  
lower cost.

Three railroads connect direct to our platform: the  
G. N., M. & St. L., and C. B. & Q. All others switch  
free to us.

## ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of  
HOUSEHOLD GOODS



ST. PAUL, MINN.



# **CENTRAL WAREHOUSE COMPANY**

MERCHANDISE STORAGE and DISTRIBUTION

**Saint Paul Midway Minneapolis**

Where One Stock Serves the Twin Cities and Northwest  
At the Junction of Nine Railroads  
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

**Served by Our Own Electric Locomotives**

Motor Trucks for Local Deliveries

Your Patrons in the Northwest

**Desire Quick Service**

**Let Us Help You Give It to Them**

MERCHANDISE BONDED and COLD STORAGE  
INDUSTRIAL SITES

Shipping Station  
Minnesota  
Transfer,  
Minn.



Members  
A. W. A., C. W. C.,  
M. W. A.

Represented by—  
**DISTRIBUTION SERVICE, INC.**

100 BROAD ST.  
NEW YORK CITY  
Phone B.G. 8100

427 W. ERIE ST.  
CHICAGO  
Phone Sup. 7180

525 THIRD ST.  
SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

ST. PAUL, MINN.

# **FIDELITY STORAGE & TRANSFER CO.**

HIGH GRADE STORAGE ACCOMMODATIONS

Office, 331 Wabasha Street, Corner Fourth St.  
Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

JACKSON, MISS.

# **RICKS**

**Storage & Distributing Company**  
BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods  
Storage and Distributing

Modern Brick Buildings

Private Siding I. C. R. R.

Motor Truck Service

Members: American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

JOPLIN, MO.

**Tonnies Transfer & Storage Co.**  
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

ST. PAUL, MINN.

# **Kedney Warehouse Co.**

9th & Broadway—on G. N. & Burlington

**Merchandise Storage  
and Distribution**

**Moving, Packing and Shipping  
Household Goods**

Members A. W. A., C. W. C., Minn. W. A.

KANSAS CITY, MO.

**A-B-C Fireproof Warehouse Co.**

**Four Fireproof Warehouses**

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned to our care will be handled with extreme promptness and care. Your interests always safeguarded.

**A-B-C and Kansas City are synonymous**  
**Think of either and you think of the other**

ST. PAUL, MINN.

# **ST. PAUL TERMINAL WAREHOUSE COMPANY**

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and  
Distribution**

**ST. PAUL**



KANSAS CITY, MO.

**Location Plus Service Builds  
Business for You**

# **Central Storage Co.**

45 Years of Distribution Service

**1422 ST. LOUIS AVE.**

**CENTRAL INDUSTRIAL DISTRICT**  
KANSAS CITY, U.S.A.  
**OVER-NIGHT SHIPPING SERVICE**

## KANSAS CITY, MO.

Every facility for the distribution of pool car merchandise, insuring a service only comparable with the best to be had.

1900 Central St.  
Kansas City Missouri

L. J. KISSICK  
President

J. H. KISSICK  
Vice-President



## ST. LOUIS, MO.

## ARROW

Fireproof Storage & Moving Co., Inc.  
4116 N. UNION BLVD.

CONCRETE CONSTRUCTION  
FIREPROOF WAREHOUSE  
FOR FURNITURE

Merchandise Storage and Distribution  
Bonded Warehouse On Terminal Switch For Car Lots  
ST. LOUIS, MO.

## KANSAS CITY, MO.

Serve the Southwest with  
United Service

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

UNITED WAREHOUSE CO.  
Capital \$100,000.00

Kansas City, Mo.  
2114 Central St.



Wichita, Kansas  
815 E. 2nd

## ST. LOUIS, MO.

BEN A. LANGAN  
FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.  
ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

## KANSAS CITY, MO.

Bonded with State of  
Missouri for \$25,000.00



VIEW OF TYPICAL FLOOR

Insurance Rate 15c

474 ft. of K. C. Terminal Track No. 4354. Serving all lines in and out.  
Express and Post Office next door. 800 ft. from Terminal Railroad Station.

Our  
Neighbors

Electric Storage Batteries Co. (Exide Batteries)  
Montgomery Ward & Co.  
National Cloak & Suit Co.  
Sears, Roebuck & Co.'s new building  
K. C. Bolt & Nut Co. (Steel Plant)  
Ford Motor Co.  
Butler Mfg. Co. (Galvanized Iron Products)  
Goldberg Structural Steel Co.  
Weber Gas Engine Co.  
Gateway Forest Products Co.  
Witte Engine Works  
Security Stove & Mfg. Co.

New York Office  
Montul Warehouse Service, Inc.  
296 Broadway

Bankers  
Warehouse Corporation

6300 St. John Ave. Kansas City, Mo.

General Warehousing Storage  
Forwarding and Distributing  
Absolutely Fireproof

Shipments Made Same Day Orders Are Received.  
Pool Cars Handled Promptly and Efficiently.



VIEW SHOWING LOADING DOCK

If  
there  
are  
any  
favors  
we  
can  
do  
for  
you  
here  
say  
so.

ST. LOUIS, MO.

## Merchandise Storage

We beg to announce the opening of our new 2-acre warehouse on tracks with modern facilities for handling merchandise storage. Correspondence is invited

**General Warehousing Co.**

Delmar at Euclid

ST. LOUIS, MO.

ST. LOUIS, MO.

### The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



**Pennsylvania Terminal Warehouse Co.  
of St. Louis, Missouri.**

R. F. Abernathy, Resident Mgr.

KANSAS CITY, MO.

### To Men Who Distribute

#### Service and Special Features

Pool Car Distribution: *No drayage charge on beyond consignments.* Cars worked day received. Billing, reports and other details properly cared for.

Trap Cars: We save money for our customers on L. C. L. shipments delivered to railroad station for forwarding in connection with our "special" trap car arrangements.

Write

**RADIAL WAREHOUSE COMPANY**  
KANSAS CITY, MISSOURI

HASTINGS, NEBR.

### Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE  
MERCHANDISE

HAULING, LIGHT & HEAVY  
TWO WAREHOUSES

Private Railroad Siding  
All Railroad Connections

OMAHA, NEBR.

## BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEB.

### W. C. FERRIN VAN & STORAGE CO.

Storage, Moving, Packing,  
Shipping Household Goods.  
Separate Locked Rooms.  
Railroad Siding.

S. E. Corner 15th St. and Capital Ave. Omaha

OMAHA, NEBR.

### GORDON

### Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.



OMAHA, NEBR.

### MERCANTILE

### STORAGE & WAREHOUSE COMPANY

Merchandise Distribution and Warehousing

Write us for rates.

OMAHA

OMAHA, NEBR.

## Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center  
of the Jobbing and Business District.

**Service That Satisfies Is Our Motto**

Members of the Central Warehousemen's Club,  
American Warehousemen's Ass'n.



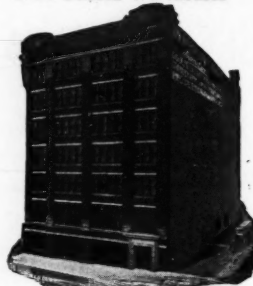
## OMAHA, NEBR.

## Terminal Warehouse Company

702-712 S. Tenth Street

CENTRALLY LOCATED  
POOL CAR DISTRIBUTION.  
MERCHANDISE STORAGE AND TRANSFER.  
IMPLEMENTS STORAGE AND TRANSFER.  
COMPLETE HOUSEHOLD GOODS SERVICE.  
WE RECIPROCATE.OMAHA, NEB.  
& COUNCIL BLUFFS, IOWA

State Bonded Warehouses



813 Douglas St.

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

**FORD**

"Gets There Regardless"

## Transfer &amp; Storage Co.

Local Shipments Efficiently Handled by 17 Trucks

Private Sidings  
Pool Car Distribution and Reforwarding  
Fireproof Warehouse  
Moving Packing Shipping

700 So. Main St.

Omaha, Nebr.

813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

## ASBURY PARK, N. J.

Reference any bank in our city

## Anderson's Express &amp; Storage

Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of  
Household GoodsMerchandise Storage and Distribution—Pool Cars, Heavy Duty  
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

## ASBURY PARK, N. J.

## A. G. ROGERS, 904 Sewall Ave.

Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods.  
Merchandise. Storage and Pool Car Distribution.  
Long distance hauling. Reference any bank our city.

The Men Who Distribute

**Carey Salt**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ATLANTIC CITY, N. J.

ELDRIDGE EXPRESS and STORAGE  
WAREHOUSE CO.Office: 110 N. South Carolina Avenue  
Inter-City Auto Service Heavy HaulingRailroad  
Siding and  
Storage YardStorage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## CAMDEN, N. J.

C. S. &amp; E. J. ZEIGLER, Proprietors

## The Park Storage Warehouse Co.

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given

Phones, Bell 1290, Eastern 34651

Storage, Moving, Packing and Shipping

AUTO VANS—NO ROAD TOO LONG

Member: N. F. W. A. &amp; N. J. F. W. A.

## CAMDEN, N. J.

Established 1903

**TROTH'S**  
MODEL WAREHOUSES
MANUFACTURERS'  
DISTRIBUTORSDirect delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets  
CAMDEN, N. J.

## EAST ORANGE, N. J.

Established 1870

## COYNE STORAGE WAREHOUSES

349 Main St.

36 No. Clinton St.

STORING

MOVING

PACKING

Household Goods

Member of N. F. W. A.—N. J. F. W. A.

## EAST ORANGE, N. J.

**JACOB DIETRICH**Storage, Moving, Packing and Shipping  
Oranges and Maplewood—Padded Motor VansMy satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

**EAST ORANGE, N. J.** Established 1887 R. T. BLAUVELT, President

## Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

**HACKENSACK, N. J.**

## GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING  
HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local & Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

**JERSEY CITY, N. J.**

Members: N. J. F. W. H. A.  
National F. W. H. A.

## Goodman Warehouse Corporation

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.

Bayonne Warehouse:—21 W. 20th Street.

**LONG BRANCH, N. J.**

## James Calkins & Co.

Storage Warehouse

Storage, Packing and Shipping of Household Goods

Distribution of General Merchandise

Pool Car Distribution

Direct R. R. Siding—N. Y. & L. B. R. R.

**MONTCLAIR, N. J.**

## THOMAS H. GIBBS

STORAGE, PACKING, SHIPPING of FINE  
HOUSEHOLD GOODS

ORANGES

Motor Truck Service—Serving  
CALDWELL

BLOOMFIELD

**NEWARK, N. J.**

## Serving the Public for 75 Years

Est. 1850

Moving. Packing. Crating. Shipping. Private R.R. Siding. Pool  
Car distribution. Open Storage space at moderate rates.

**JOB DE CAMP, INC.**

Executive Office & Warehouse:

194-196 Frelinghuysen Ave., Newark, N. J.

Member N. F. W. A.—N. J. F. W. A.

**ADVERTISING**  
Doesn't Jerk — it  
Pulls—a Steady Pull.  
Every ad Goes to Confirm  
the one Before it—to  
Strengthen the One That  
is to Follow and There's  
No Waste of Effort or  
Money. The Stayer Wins  
Every time.

**NEWARK, N. J.**

JOHN MULLIGAN, Pres.

WILLIAM MULLIGAN, Vice-Pres.

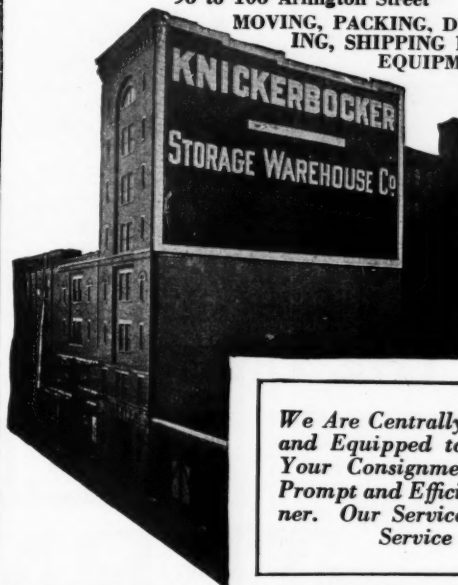
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise  
Warehouse

## Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-  
ING, SHIPPING MOTOR  
EQUIPMENT



Member  
N. F. W. A.  
and  
N. J. F. W. A.

*We Are Centrally Located  
and Equipped to Handle  
Your Consignments in a  
Prompt and Efficient Man-  
ner. Our Service Is Real  
Service*

**NEWARK, N. J.**

## JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

546-552 Central Ave.

**NEWARK, N. J.**

## Lehigh Warehouse & Transportation Co., Inc.

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and  
Long Distance Work

Members: American Warehousemen's Ass'n



**NEWARK, N. J.**

T. L. MORTON, Manager

## MODEL STORAGE WAREHOUSES

54-56 Belleville Ave.

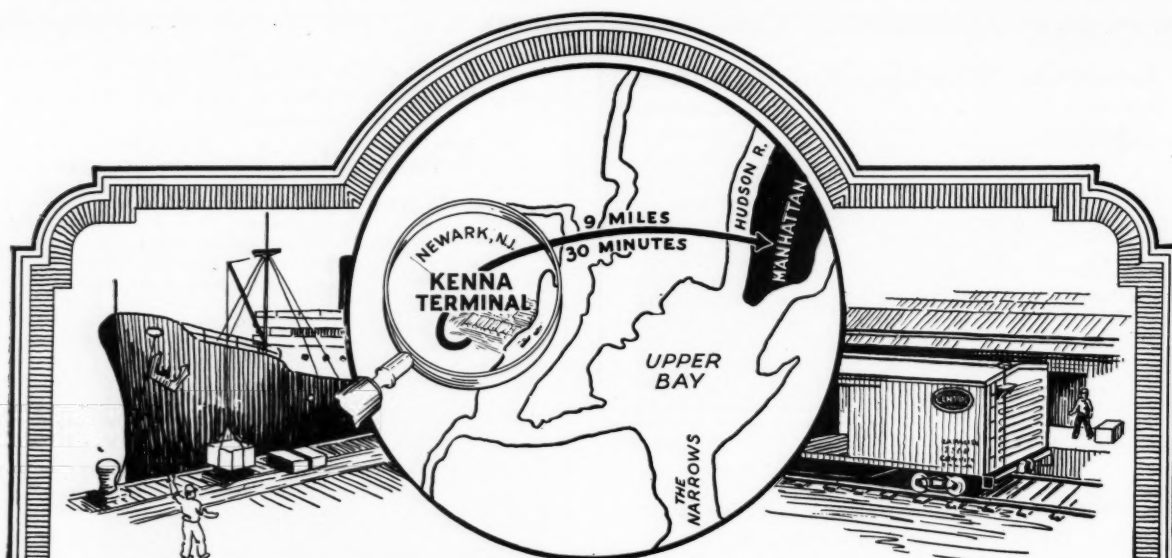
FIREPROOF STORAGE

EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD  
GOODS

YOU KNOW—WE KNOW HOW

Members:

New Jersey F. W. A. National F. W. A.  
American W. A. Canadian S. W. A.



## THE UNEQUALLED FACILITIES OF KENNA TERMINAL

This former U. S. Army Base is fast becoming a great peace-time center for the storage, manufacture and distribution of merchandise of every character.

**Kenna Terminal** is in the greatest industrial center of this country, with 6,000,000 people within a radius of 10 miles; with direct connections with every important railroad to the Atlantic Seaboard, and giving berth in a 31 ft. channel to the largest ocean vessels.

### A CITY OF SPACE

Here are 9 gigantic fireproof warehouses, with railroad sidings and paved roadways along each building; with a storage capacity of 2,000,000 sq. ft. sufficient to accommodate the contents of 7,500 box cars. In addition to the fireproof warehouses, there are 200,000 sq. ft. of covered shed for the storage of non-perishable goods.

66,000 sq. ft. of office space is also available here, so that your office force may direct distribution on the ground from well ventilated, electric lighted, steam heated offices.

### LIKE A BRANCH PLANT

It is just like having a branch of your own when you use Kenna Terminal for a distributing point. Your goods are available for immediate delivery in this wonderful market. Goods for domestic shipment are moved by hand truck across the loading platform to the motor truck, freight car or steamer. Goods for export shipment are handled on a covered wharf direct to the largest steamer, or if coming direct from your plant, are put aboard steamer from the car in which they are loaded at your factory.

Such facilities as these could not be obtained by an individual manufacturer without a huge expenditure.

### FREE FROM TAX

Goods warehoused at Kenna Terminal are not subject to tax, and the insurance rate is low because of the very complete fire protection afforded by the plant's own facilities.

Freight crews for packing or handling merchandise, and transportation experts are available for the handling of every detail.

*Booklet, maps and further details on request.*

## Kenna Terminal, Port Newark, N. J.

*Charles Milbauer, General Manager*

Address P. O. Box 504, Newark, N. J.



NEWARK, N. J.

**New Jersey Warehouse Company, Inc.**  
237-239 Ridgewood Ave. 322-324 Badger Ave.

Warehousemen—Riggers—Forwarders  
Furniture—Merchandise  
Private Penna. R. R. Siding

NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

**PASSAIC  
TRANSPORTATION  
COMPANY**

OFFICES  
57 Freeman Street, Newark, N. J.

General Merchandise Storage  
and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete  
Buildings

Railroad Sidings  
CENTRAL RAILROAD OF N. J.

Dock Facilities  
PASSAIC RIVER

Warehouse Receipts Issued

City Deliveries.

Long and Short Distance Hauls

Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
New York, Newark and Phila.

NEWARK-HARRISON, N. J.

**Security Storage Warehouses**

412-20 Harrison Ave.  
John O'Connor, Prop.

MERCHANDISE WAREHOUSING  
AND DISTRIBUTION  
HOUSEHOLD GOODS  
WAREHOUSE

Members A. W. A. and N. F. W. A.

The Men Who Distribute

**Welch Grape Juice**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

PATERSON, N. J.

**The Safety Storage Co.**



Two Modern Fireproof Warehouses  
for Storage of Household Goods and  
Merchandise

Carload Distribution

MOVING PACKING  
SHIPPING

MOTOR TRUCK SERVICE

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson

TRENTON, N. J.

**Jefferson  
Safety Storage Warehouse Co.**  
TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.;  
adequate space; fully protected by sprinkler sys-  
tem; city and suburban deliveries.

MAY WE SERVE YOU?

TRENTON, N. J.

**Anchor Warehouse Co.**

Trenton, N. J.

COMMERCIAL STORAGE  
and  
DISTRIBUTION

Trenton is an ideal car break point for the  
Metropolitan district.

Private Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.

We store, reship and deliver all classes of  
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

## TRENTON, N. J.

# Petry Express & Storage Co.

(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

## BROOKLYN, N. Y.

## We Specialize on Shipments from Correspondents

Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you deliveries immediate and safe. If you need any special service call on us.

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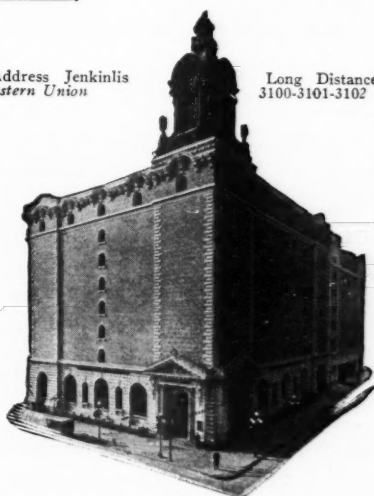
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Large Team Truck Facilities for Carload Traffic  
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Best Warehouse in the Southern Tier.

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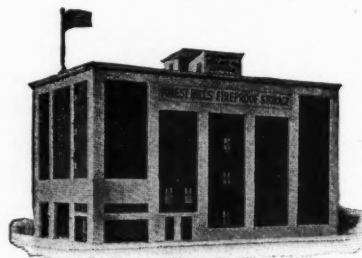
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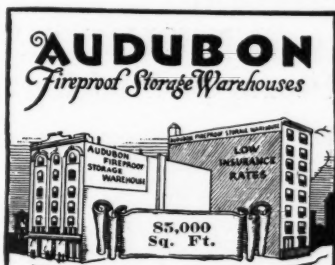
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WAREHOUSEMEN AND TRUCKMEN  
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the River  
From  
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No Charge for Loading or Unloading Car Lots



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Send your East and West Bronx and Washington Heights  
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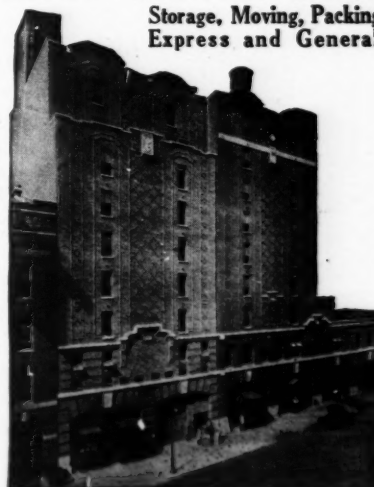
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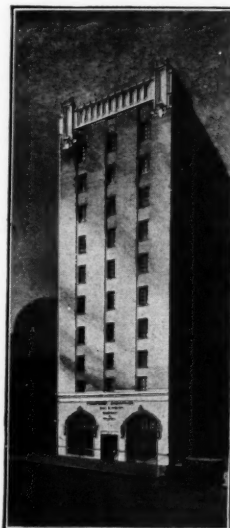
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RAILROADS  
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Specialists in Pool Cars  
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Located on East and West  
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Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

# KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

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by George S. Lovejoy, Vice-President of the  
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Stretching from  
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40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



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Established 1875



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So far we have specialized in proprietary medicines, but are equally equipped to handle anything.

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Bush Terminal, Brooklyn, N. Y. C.

Complete Warehousing Service from receipt of goods to door-to-door delivery. Highest type fireproof building. Lowest possible insurance rate. R. R. siding in World famous Bush Terminal location. Ocean and inland steamship loading. Special facilities for handling Household Goods Warehousing.

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Storage Warehouses  
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Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

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Factory Distributors — Motor Service  
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Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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Collections made and promptly remitted

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"Unexcelled SERVICE"

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**General Merchandise  
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DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

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Service Since 1885

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Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work  
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Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



"A Good Sign of Real Service"

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Opposite N. Y. C. West St. Station

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Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

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Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

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Bonded fireproof storage.  
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Pool cars handled promptly. Motor Service.  
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**MERCHANDISE—POOL CAR DISTRIBUTION.**

## WATERTOWN, N. Y.

**WINSLOW TRUCKING CO., Inc.****GENERAL STORAGE, TRUCKING AND TRANSFER****FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK****Moving, Packing, Shipping**

Members: N. F. W. A. and A. W. A.

## WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

29-31 Brookfield St.

Also serving  
Tarrytown  
Scarsdale  
Hartdale  
Mamaroneck  
Portchester  
Larchmont

One of the most modern and best equipped  
Storage Warehouses in Westchester.  
Household Goods Exclusively  
Low Insurance Rate  
Packing—Crating—Shipping  
Members N.Y.F.W.A.

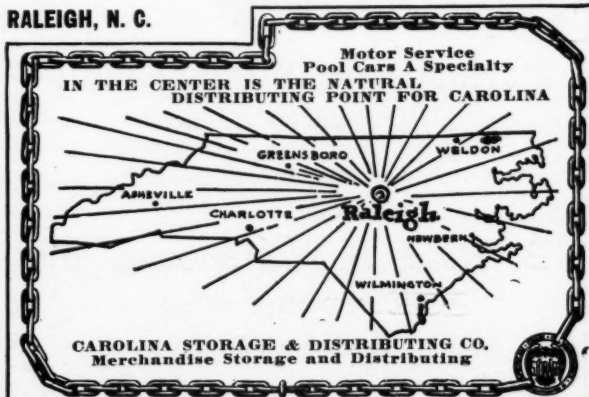
## GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**

Greensboro, North Carolina

**Storage of Merchandise—Forwarding Merchandise.****Private Railroad Sidings. Sprinkler System****Low Insurance Rate.****Pool Cars Handled Quickly****MEMBERS: A. W. A.**

## RALEIGH, N. C.



Motor Service  
Pool Cars A Specialty

IN THE CENTER IS THE NATURAL  
DISTRIBUTING POINT FOR CAROLINA

**CAROLINA STORAGE & DISTRIBUTING CO.**  
Merchandise Storage and Distributing

WASHINGTON, N. C.

**Beaufort County Storage Warehouse Co., Inc.**

(Bonded)

General Merchandise Storage and Distribution  
For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with  
Norfolk & Southern

WINSTON-SALEM, N. C.

**LENTZ Transfer Company**

Storage Warehouses

Packing, Storing, Shipping of Household Goods  
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

FARGO, N. D.

**UNION TRANSFER COMPANY**

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.  
Merchandise, agricultural implements, household goods.  
Ship pool cars and spot stocks in our care. No car switch-  
ing charges.

806-810 Nor. Pac. Ave.

AWA—CWC—ACW—Minn. WA

GRAND FORKS, N. D.

**Kedney Warehouse Co.**

FIREPROOF STORAGE

Merchandise and Household Goods  
Pool Car Distribution—Moving—Packing

Members—A. W. A.

C. W. C.

Minn. W. A.

AKRON, OHIO

**THE  
CITY VIEW  
APARTMENT & STORAGE CO.**

LARGEST FIREPROOF STORAGE CO.

IN  
AKRON

Commercial & Household Goods

LOCATED IN THE HEART OF AKRON  
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

**The W. Lee Cotter Warehouse Company**

Cor. Mill & College St.

97 E. South St.

Household Goods, Storage,

Merchandise Storage

Moving, Packing

Motor Freight Service

Member N. F. W. A.

Member A.W.A., A.C.W.

AKRON, OHIO

**The KNICKERBOCKER  
WAREHOUSE and STORAGE CO.**

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

CANTON, OHIO

Our Experience and Modern Facilities Make  
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

**THE CUMMINS STORAGE CO.**

Private Sidings

Free Switching

CANTON, OHIO

**W. H. Schneider Storage Co.**

5th & B. & O. So. West, Canton, Ohio

General Merchandise and Household Goods. Storage.  
Distributing. Forwarding. Pool Cars. Private Siding  
B. & O. R. R. We specialize in pool cars. Members  
A. W. A.

CINCINNATI, OHIO

**Cincinnati Terminal  
Warehouse Co.**

See our advertisement on front inside cover page.

CINCINNATI, OHIO

**STORAGE  
Warehousing and Distributing**

CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.

**Low Insurance Rate**

Railway siding.  
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH

**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

**A Good Reputation of  
Long Standing**



Ever since distribution needs of modern caliber have been  
felt, the Panhandle Warehouses have been satisfying them.  
This long record of service rendered with satisfaction is a  
guarantee to you of the sort of treatment you may expect  
in transshipping through us. Low insurance, absence of  
trucking charges on most of our rerouting, and speed,  
are good causes for you to entrust your warehousing in-  
terests to us.

**Panhandle Storage Warehouse  
Cincinnati, Ohio.**

J. F. Upperman, Resident Manager

The Men Who Distribute

**McDougall Kitchen Cabinets**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.

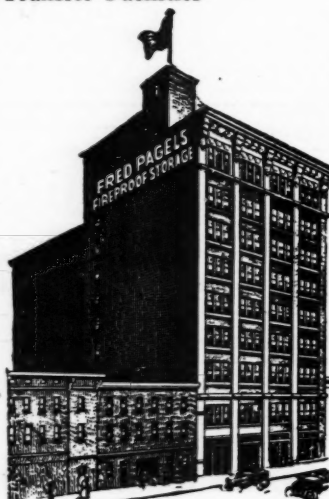
**The Fred Pagels Storage Co.**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by  
**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association



MAIN OFFICE  
937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.

## CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

**Mercantile Storage Only**

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
Sprinkler System

3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
222 and 224 East Front Street

Member of { American Warehousemen's Assn.,  
American Chain of Warehouses

## CINCINNATI, OHIO

**THE ZEIGLER SCHAEFER COMPANY**

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST. Est. 1899

## CLEVELAND, OHIO

**Mercantile Storage and General Trucking**

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**

Direct care Gregg Cartage Co. Freight to and from depots.  
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

**GREGG CARTAGE & STORAGE COMPANY**

Storage and Warehouse, 633 Huron Road CLEVELAND, OHIO

## CLEVELAND, OHIO

# The Knickerbocker Storage Co.

7724 Detroit Ave.

Cleveland, Ohio

## HOUSEHOLD STORAGE

Moving

Packing

Shipping

Member American Warehousemen's Assn.



CLEVELAND, OHIO

**Interstate Terminal Warehouses, Inc.**

(Formerly the Ninth Street Terminal  
Warehouse Company)

1200 West Ninth St.

See our advertisement on front inside cover page

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER**  
*SERVICE*  
**TERMINAL**  
*BUILDS BETTER BUSINESS*  
MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

**EVERY** service in Storing, Moving, Packing  
and Shipping under expert supervision. Valu-  
ables such as works of art may be entrusted  
to our care with the assurance of safe delivery  
or storage. Courtesy with efficiency our motto.

**Storing, Moving, Packing, Shipping**

*The*

**MEAD REDHEAD COMPANY**

1108 East 123 St.

Cleveland, Ohio

CLEVELAND, OHIO

**THE  
LAKESHORE  
MOVING &  
STORAGE CO.**

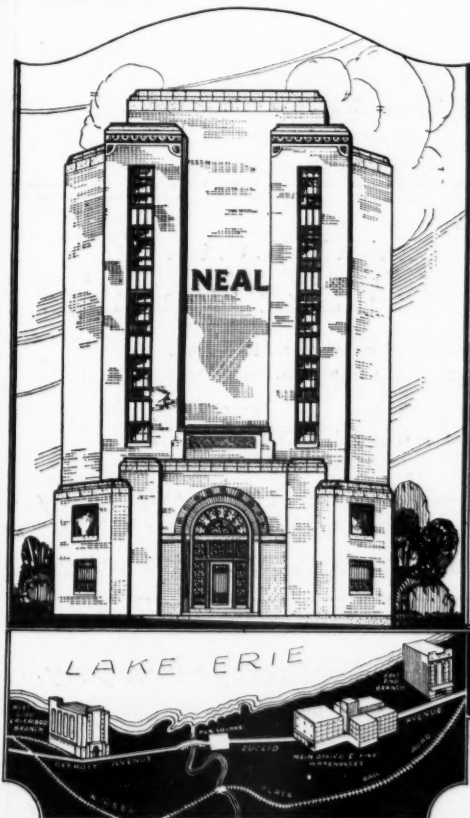
636 East 105th St.



Members

The Ohio Motor Truck Club

CLEVELAND, OHIO



# NEAL

**Forwarding Shipments to  
Metropolitan Centers**

requires care in the selection of the proper  
receiving company.

Distances and Sections of a City where goods  
must ultimately be delivered are often deceiv-  
ing.

**In Cleveland NEAL Is Able to Give  
CITY WIDE SERVICE**

through the erection of our new West Side-  
Lakewood Branch with direct shipping facili-  
ties.

Any Shipment, large or small, to or near  
Cleveland, forwarded to NEAL will have per-  
sonal and efficient attention.

*The* **NEAL FIREPROOF  
STORAGE CO.**  
CLEVELAND

**MOVING**

**SHIPPING**

**STORAGE**

A. W. NEAL, Pres. W. R. KISSICK, Sec'y C. J. NEAL, Vice-Pres. and Treas.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## CLEVELAND, OHIO

An interpretation of  
the public's newer  
attitude toward the  
moving and storage  
business — Blue  
Rock Branch!



The Brook at Blue Rock.



## The LINCOLN STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.  
Depositories at 5660-5704 Euclid Ave. and  
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.  
W. R. THOMAS, Vice-Pres.  
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—  
11201 Cedar Ave., on the N. Y. C. Belt Line  
connecting with all R. Rs. entering Cleveland.  
L. C. L.—Penna., Euclid Ave. Sta. adjoining  
our Euclid Ave. Warehouse. Other R. Rs. to  
Cleveland, Ohio.

Member: N. F. W. A., A. W. A., and C. F. W. A.

## CLEVELAND, OHIO

99 Out of 100 Say the Same

DU PONT HOUSEHOLD APPLIANCE CO.  
HOUSEHOLD SPECIALTIES



PHONE 278-025  
264 SOUTH HILL STREET  
LOS ANGELES, CALIF.

October 6, 1924.

Windermere Storage Co.,  
Cor. Doan & Euclid Sts.,  
East Cleveland, Ohio.

Gentlemen: ATTN. MR. HEIL

This message is a little delayed but I  
want to take this opportunity of thanking you  
for the careful attention given my household goods  
in connection with the shipment of same to me  
here at Los Angeles.

Everything came through in excellent  
shape, in fact, I could not even find one scratch  
on any piece of furniture. The storage company  
who uncrated the shipment stated that in all their  
experience they had never seen furniture more care-  
fully wrapped and crated.

Service of this kind cannot help but be  
appreciated and I want to add my appreciation to  
your long list of satisfied customers.

Very truly yours,

DU PONT HOUSEHOLD APPLIANCE CO.

By *Donald M. Austin*  
Manager

DM,MS.

We Solicit Your Business on Same Basis

**THE WINDERMERE STORAGE CO.**

Formerly the Windermere Transfer & Moving Co.

14441 Euclid Ave. East Cleveland, Ohio 1451-5-9 Hayden Ave.

C. F. W. A.

Members of  
O. C. H.

N. F. W. A.

## CLEVELAND, OHIO

## THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.]

## COLUMBUS, OHIO

**The W. Lee Cotter Warehouse Company**

32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

## COLUMBUS, OHIO

Consign H. H. G. to

**EDWARDS at Columbus**

Edward's Service guarantees the ship-  
per all that he expects.

PACKING STORAGE  
LOCAL and LONG DISTANCE  
MOVING

**The Edwards Transfer & Storage Company**  
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

## COLUMBUS, OHIO.

**The Merchandise Storage Company**

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

**COLUMBUS, OHIO**

Safety First

**The Fireproof  
Warehouse & Storage Company**

1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

**COLUMBUS, OHIO**

**THE OHIO WAREHOUSE CO.**

544-560 Park St. So., Columbus, Ohio  
**IN THE HEART OF OHIO  
IN THE HEART OF COLUMBUS**  
General Storage and Distribution

**DAYTON, OHIO**

**THE UNION STORAGE CO.**

U. S. BONDED

**BAINBRIDGE, BACON & STATE STREETS**  
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

**MANSFIELD, OHIO**

**The W. Lee Cotter Warehouse Company**  
40 W. Third St.

Household Goods and Merchandise Storage  
Fireproof Warehouse Motor Freight Service  
Member N. F. W. A., A. W. A., A. C. W.

**MARION, OHIO**

**MERCHANTS  
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

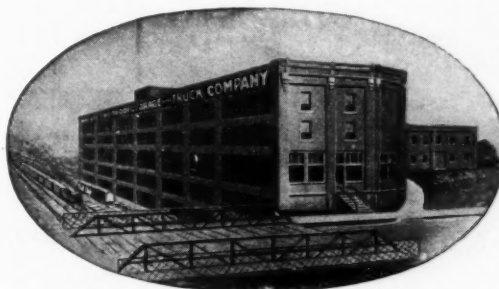
**MEMBER N. F. W. A.**

The Men Who Distribute

**Federal Sugar**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**SPRINGFIELD, OHIO**



**Springfield, Ohio  
Shipments!**

**Bill through  
WAGNER**

**Fireproof Storage and Truck Co.**

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

**TOLEDO, OHIO**

**The W. Lee Cotter Warehouse Company**  
201 Cherry St.

Merchandise Storage and Distribution  
Excellent Service  
Member A. W. A., A. C. W.

**TOLEDO, OHIO**



**"SHIP TO TOLEDO AND  
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.  
Storage for general merchandise and household goods.  
Connections with all railroads entering the city.  
Private siding on the B. & O.  
Member of National Furniture Warehousemen's Association.  
**DEPENTHAL TRUCK & STORAGE CO.**  
Main Office, 108 Summit Street, Toledo, Ohio

**TOLEDO, OHIO**

**THE GENERAL  
FIREPROOF STORAGE CO.**  
651-655 STATE STREET

**Household Goods Exclusively**

Members: The National Furniture Warehousemen's Ass'n  
American Warehouse Association

**TOLEDO, OHIO**

**HOUSEHOLD GOODS EXCLUSIVELY**  
Established 1894

**The H. C. Lee & Sons Co.**  
**TOLEDO'S LEADING MOVERS**  
**STORAGE**

**MEMBER N. F. W. A.** Toledo, Ohio



## TOLEDO, OHIO

Let "RATHBUN" Do It  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and  
Merchandise*

Members Nat'l F. W. Asso.

## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**  
ESTABLISHED 1887 INCORPORATED 1922

CRATING — PACKING — MOVING

**STORAGE**

YOUNGSTOWN, OHIO

## CHICKASHA, OKLA.

**Rock Island Transfer & Storage Co.***Merchandise Pool Cars Distributed*

*Logical Distributing Point of the South West Territory  
Chickasha, Okla.*

## OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

**IN OKLAHOMA**

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

**O. K. Transfer & Storage Co.**

A. C. WEICKER, President

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.***2—Fireproof Warehouses*

*Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.*

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

*Hauling, Storing and Shipping  
Distribution Service*

*West Third between Frisco and Okmulgee Northern R. R.*

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse***Moving — Packing — Storage*

*Mixed Cars a Specialty. Large docks for sorting. We solicit  
your shipments to our city and assure you we will reciprocate  
and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.*

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.***Fireproof Warehouse*

*Pooled car distributors—private siding "Frisco" merchandise  
and H. H. Goods—6 railroads into Tulsa—A. T. & S. F.,  
Frisco, M. V., M. K. & T., O. U. R. & S. S.*

## PORTLAND, ORE.

**B E K I N S**  
MOVING and STORAGE

Portland, Ore. Seattle, Wn. Vancouver, B. C.

## PORTLAND, ORE.

G. W. CUMMINGS  
PresidentJ. H. CUMMINGS  
Secretary**Northwestern Transfer Co.**

Incorporated 1888

STORAGE - DISTRIBUTION - HAULING

*Free Trackage All Railroads**We Make a Specialty of Distributing Pool Cars**Office, 64 Front Street*

## PORTLAND, ORE.

**Oregon Transfer Company**

Established in 1848

474 Glisan Street

Portland, Oregon

*U. S. Bonded and Public Warehouses*

*Storage, Distribution and Forwarding  
Specialists*

*Largest Warehouse and Transfer Organization in Pacific  
Northwest. We own our buildings and equipment.*

ALLENTOWN, PA.

**C. A. Dorney Storage Warehouse Co.**  
Warehouse—Race & Linden Sts. Office—612 Hamilton St.

**General Storage**  
Household Goods Merchandise  
Distribution Forwarding  
Direct switch connection Lehigh Valley R. R.  
Automatic Sprinkler System

BETHLEHEM, PA.

ALLENTOWN, PA.

**F. G. LAZARUS**  
**20th Century Storage**

Moving, Storing, Packing, Crating, Shipping  
of Household Goods and Merchandise  
Direct R. R. Siding Lehigh Valley.

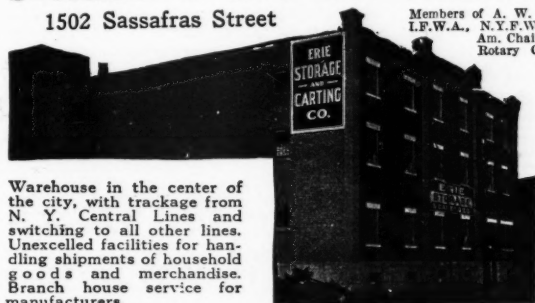
CHESTER, PA.

**Headley's**  
**Express & Storage Co., Inc.**  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

ERIE, PA.

**ERIE**  
**STORAGE & CARTING COMPANY**  
1502 Sassafras Street

Members of A. W. A.,  
I. F. W. A., N. Y. F. W. A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

ERIE, PA.

**ERIE**  
**WAREHOUSE**  
**COMPANY**

**MERCHANDISE**  
**STORAGE DISTRIBUTION**

"a complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

The Men Who Distribute  
"None Such" Mince Meat  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.

ERIE, PA.

**LAKE AND RAIL**

Our downtown warehouse is a modern  
building, fireproofed, commodious, and lo-  
cated in the heart of Erie's wholesale dis-  
trict, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors  
on the Great Lakes and have storage facilities for 800  
carloads

These unexcelled facilities make Erie and the Fort Erie  
Warehouses the logical place and means for rapid, con-  
venient, profitable distribution by discriminating shippers.

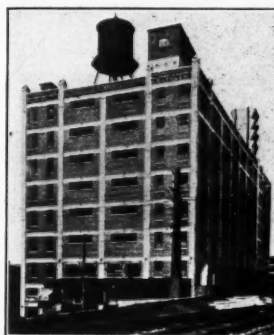
**Fort Erie Warehouses & Docks**  
**Erie, Pa.**

J. M. Dunkle, Resident Manager



ERIE, PA.

**UNION STORAGE CO. of ERIE**  
FRMAN STS., ERIE, PA.



**General Storage**  
**Cold Storage**  
**Distributing**  
**Space for Leasing**  
**Private Offices**

Private Tracks on Main  
Line of New York  
Central Railroad

Insurance Rate on Con-  
tents 17 cts. per \$100.00  
per Year

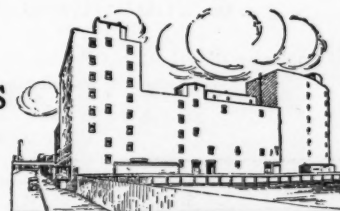
Only Fireproof Ware-  
house in Erie

**U. A. GAMBLE**  
Secy. and Gen. Mgr.

HARRISBURG, PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

**The Heart of Distribution**



Carloads spotted at our doors are broken into LCL ship-  
ments via any steam line, without carting charges. There  
is a big saving for distributors in this feature. Trackage  
for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most  
populous markets in the country. Get your goods into this market  
economically through our facilities.

**Keystone Warehouse**  
**Harrisburg, Pa.**

Elmer C. Finkenbinder, Resident Manager

## HARRISBURG, PA.

**MONTGOMERY & CO.****STORAGE WAREHOUSES**

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

## JOHNSTOWN, PA.

**I. D. REPLOGLE STORAGE CO.**  
438 HORNER STREET**Household Goods and  
Merchandise Storage**Pool Car Distribution. Private B. and O. R. R. Siding.  
Complete Warehouse Service.

Members Penn. F.W.A. and N.F.W.A.

## LANCASTER, PA.

**S. S. BERTZ & CO., 226 West Lemon Street**  
**STORAGE WAREHOUSE**

General Merchandise Distribution

Pool Car Shipments

**HOUSEHOLD GOODS STORAGE**Local and Long Distance Hauling—Direct Railroad Siding—Both  
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, ForwardingManufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## LANCASTER, PA.

**Keystone Express & Storage Co.****STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

**MANUFACTURERS' DISTRIBUTORS****MOTOR SERVICE**

Siding on P. R. R. and P. &amp; R.

## NEW CASTLE, PA.

S. C. MOORE, Proprietor

**Keystone Delivery Transfer & Storage****Packing, Crating, Storage and Shipping  
of Household Goods**Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

## OIL CITY, PA.

**CARNAHAN**  
**Transfer and Storage**The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents.

Members N. F. W. A.

## PHILADELPHIA, PA.

**PROPRIETARY MEDICINES—TOILET GOODS**A SPECIAL WAREHOUSING AND DISTRIBUTION SERVICE USED  
BY SOME OF THE COUNTRY'S LARGEST MANUFACTURERS.  
DAILY DELIVERIES MADE IN PHILADELPHIA AND CAMDEN.**POOL CAR DISTRIBUTION****THE REUBEN H. DONNELLEY CORPORATION**  
1206-1216 Race Street Philadelphia, Pa.

## PHILADELPHIA, PA.

**Let Us Store and Distri-  
bute Your Merchandise**Our well equipped PUBLIC STORAGE  
WAREHOUSE is conveniently located,  
containing 8 acres of floor space.**FOR RENT**Separate floors or buildings at extremely  
low rentals.P. R. R. Siding adjoins our  
Buildings.

Phila. Belt Line Connections.

**FRANKLIN WAREHOUSING  
COMPANY, Inc.**Delaware Ave., Kenilworth, Penn, Swanson  
& Bainbridge Sts.

Bell Phone, Lombard 59-66

Keystone Phone, Main 18-05

Represented by J. P. WARNER, Formerly of  
INTERNATIONAL WAREHOUSING CO.



PHILADELPHIA, PA.

ESTABLISHED 1855

Phone Lombard 25-74

**Godley's Storage Warehouses**

714 S. Swanson Street (Cor. Kenilworth St.)

Philadelphia, Pa.

**STORAGE FOR FREE AND U. S. CUSTOMS  
BONDED MERCHANDISE**



Track connections

Pennsylvania Railroad

Philadelphia & Reading Railroad

Mdse. Distribution. Pool Cars.

PHILADELPHIA, PA.

**LOEB SERVICE**

*in Philadelphia*

**American Warehouse and Distributing Co.**

Delaware Ave., Swanson and Queen Sts.

Private Siding P. R. R. and Belt Line to all R. R.

**Loeb Cold Storage and Warehouse Co.**

1224-6-8 Frankford Ave.

Fireproof

Any temperature

**H. Loeb & Son, 33rd and Master Sts.**

Private Siding Phila. & Reading R. R.

Motor Truck Delivery Service

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

*STORAGE, PACKING, MOVING*

Broad and Cumberland Streets, Philadelphia, Pa.

*Large fleet of Packard motor vans.*

PHILADELPHIA, PA.

**MILLER NORTH BROAD  
STORAGE COMPANY**

**MOVING, STORAGE, PACKING, SHIPPING**

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

**Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA**

*Members: N. F. W. A. and A. W. A.*

The Men Who Distribute  
**Dr. Kilmer's Remedies**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

PHILADELPHIA, PA.

9 Warehouses

27 Acres of Floor Space

Sea and Rail

Trackage Facilities for 48 Cars

Reading R. R.

Penn. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

**FACILITIES**—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**

**Delaware Ave. and Fairmount**

**Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.**

REPRESENTED BY  
**DISTRIBUTION SERVICE, INC.**

100 BROAD ST., NEW YORK CITY  
Phone B.G. 8100

427 W. WIS ST., CHICAGO  
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO  
Phonea, Sutter 3461

*An Association of Good Warehouses Located at Strategic Distribution Centers*

## PHILADELPHIA, PA.

# Philadelphia

## LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. and Genl. Manager

## South Jersey Warehouse Company

1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only Warehouse Receipts Issued  
Direct Penn. R. R. Siding Pool Car Distribution  
Motor truck service for Philadelphia and South Jersey deliveries

## PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

## PITTSBURGH, PA.

# BELMAR

MOVING &amp; STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

Wilkesburg, Pa.

Branch Office and Warehouse

Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association

Member Pennsylvania Furniture Warehousemen's Association

Your patronage solicited and reciprocated.

The Men Who Distribute

Gorton's Cod Fish

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PITTSBURGH, PA.

IN  
PITTSBURGH  
IT'S

# BLANCK'S

TRANSFER &amp; STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

## PITTSBURGH, PA.

# DONALDSON

Transfer and Storage Company

FIREPROOF  
FURNITURE WAREHOUSE  
100,000 square feet.

Consign Pittsburgh Shipments to Us.

1012 to 1018 Western Avenue

Established 1865

Member A. W. A.

## PITTSBURGH, PA.

Duquesne's Offer:  
Certain Satisfaction

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.  
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

## PITTSBURGH, PA.

## Hasley Brothers Transfer &amp; Storage

Office: 939 So. Canal St.

Warehouses: 918-928 Uneeda Street

Movers, packers, shippers of H. H. goods.

Fire proof and fire protected (sprinkled) warehouses.  
Established 1878

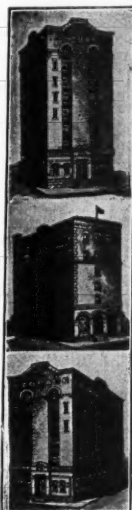
The Men Who Distribute

Minute Tapioca

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN**  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

Established 1910

### PITTSBURGH DISTRIBUTING CO.

POOL CARS DISTRIBUTED  
AND RESHIPPED L. C. L.  
PITTSBURGH, PA.

620 Empire Building

Tel. 1574 Smithfield

READING, PA.

### Columbian Warehouse Company

Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

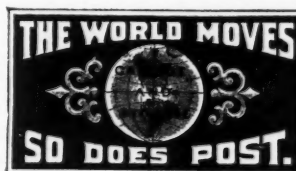
SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

## R. F. POST

Motor  
Trucks

Household  
Goods



Merchandise  
Storage

Pool Car  
Distribution

**DRAYMAN AND STORAGE WAREHOUSE**  
Lackawanna R.R. Siding Direct

PITTSBURGH, PA.

## MURDOCH

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkesburg, Pa.  
Murdoch Means Service

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

### The Quackenbush Warehouse Co.

Incorporated

Shipping. Storing. Packing. Carting.  
R.R. Siding. Manufacturers' Distributors.  
Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. C. W.  
Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"

### MERCHANTS WAREHOUSING COMPANY

Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

PITTSBURGH, PA.

## SHANAHAN

Transfer and Storage Co.

Consign Pittsburgh Shipments  
All Fireproof Warehouses

5th Ave. at McKee Place  
7535 Penn Avenue  
Established 1865

WILKES-BARRE, PA.

### WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

### The Williamsport Storage Co., Inc.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

Members A. W. A. and P. W. A.  
Correspondence Solicited.



## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill &amp; Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**Estate of Orrin E. Jones  
Fireproof Storage**

Experts in Handling Household Goods

Office, 59 Central St., Providence, R. I.

Storage, Packing, Moving, Shipping

## SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

**Carey Transfer & Storage Co., Inc.**  
Storage, Packing, Shipping of  
Household Goods  
and

General Merchandise—Pool Car Shipments

Distributed Correspondence Solicited.

Members: So. W. A.

## CHARLESTON, S. C.

**Charleston  
Warehouse and Forwarding Co.**Merchandise Storage and  
Distribution of Pool CarsModern Concrete Warehouse  
100,000 Square Feet of Storage Space  
Private Tracks Connecting with  
All Railroad and Steamship Lines  
Motor Truck ServiceMembers of the American Chain of Ware-  
houses, Inc.

## ABERDEEN, S. D.

Where the West Was

**ABERDEEN STORAGE COMPANY**Storage and Distribution of Merchandise and  
Household Goods

Pool Cars Promptly Handled

C. M. &amp; St. P. Trackage

Trucks and Teams

## SIOUX FALLS, S. D.

**STRAHON TRANSFER  
& STORAGE CO.**General Warehousing  
Distribution Private Trackage

Pool Cars a Specialty

Bonded Warehouse

35,000 sq. ft.

Motor Truck and Team Service



## CHATTANOOGA, TENN.

**THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## CHATTANOOGA, TENN.

**CHATTANOOGA**

Warehouse &amp; Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

## CHATTANOOGA, TENN.

**CRABTREE**

TRANSFER &amp; STORAGE COMPANY, Inc.

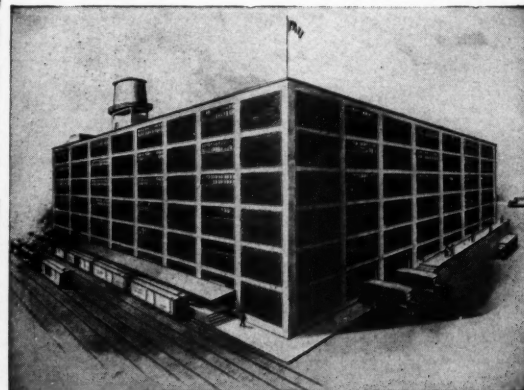
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

## KNOXVILLE, TENN.

D. R. BENEDICT, Manager

**Knoxville Fireproof Storage Company**

201-211 Randolph St.

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

135,000 square feet on  
Southern Railway tracks.  
Equipped with Automatic Sprinkler.Insurance at 12c. per \$100.00  
per annum.  
Pool Cars distributed.Household goods shipments  
solicited. Prompt remittances  
made.

## MEMBERS

American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n**PROMPT AND EFFICIENT SERVICE**

**KNOXVILLE, TENN.**

**Forwarding and Distributing Agents  
Household Goods and Piano Moving  
Long Distance Hauling, anywhere, any time**

*Fully equipped for  
Distribution of Pool Cars*

**Rowe Transfer & Coal Co.**

INCORPORATED

415-417 NORTH GAY STREET

KNOXVILLE

TENNESSEE

**MEMPHIS, TENN.**

Memphis' Most Careful Movers

Move  
Pack  
Store  
Household  
Goods



Two Warehouses—Private Siding

**ECONOMY TRANSFER & STORAGE CO.**

KENTUCKY AND VIRGINIA AVE.

**MEMPHIS, TENN.**

**Patterson Transfer Company**

Established 1856. Sprinkler System.  
Lowest Insurance Rate in the City.  
Merchandise Storage and Distribution.  
Pool Cars Distributed.

**MEMPHIS, TENN.**

Pres. J. H. POSTON Vice-Pres. S. M. POSTON  
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

**CAPACITY 1000 CARS**

Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.  
No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

**DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.**

**MEMPHIS, TENN.**

IF YOU ARE LOOKING FOR A Warehouse That Believes in  
"SERVICE FIRST" Then Get in Touch Today With

**ROSE WAREHOUSE COMPANY, Memphis, Tenn.**

LIGHT, CLEAN STORAGE  
LOW RATE OF INSURANCE  
FREE SWITCHING SERVICE  
IN THE HEART OF THE  
FREIGHT TERMINAL  
AND JOBBING DISTRICT.

**MEMPHIS, TENN.**

**NOTICE**

**What We Have to Offer for the Storage of  
GENERAL MERCHANDISE  
AUTOMOBILES  
and  
POOL CAR DISTRIBUTION**

in

**THE SOUTH'S MOST CENTRALLY LOCATED DISTRIBUTING CENTER**

200 Acres Concrete Warehouses  
All on ground floor  
Automatically sprinkled  
Privately policed  
Lowest Insurance

Ten miles of Standard Railroad  
Trackage for 500 Cars  
Served by ten Railroads  
Federal Barge Line  
Our own switch engine and Motor Fleet

OUR FACILITIES ALLOW US TO OFFER REASONABLE RATES WITH UNEXCELLED  
SERVICE

**THE MEMPHIS TERMINAL CORPORATION**

P. O. BOX NO. 1025

MEMPHIS, TENN.

Member A. W. A.

NASHVILLE, TENN.

# NASHVILLE

Central shipping point for all parts of Tennessee, Southern Kentucky, Northern Alabama, Mississippi and Georgia.

# BOND

Reshipping and city deliveries from pool cars or warehouse stock. Free switching from all roads. Low insurance. Expert men will attend to your business promptly and carefully. Will be glad to refer you to many large and well known companies we are now serving.

## E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, Southern Warehousemen's Association and American Chain of Warehouses.



GALVESTON, TEXAS

## Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office:  
40 Rector Street

GALVESTON, TEXAS

## The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

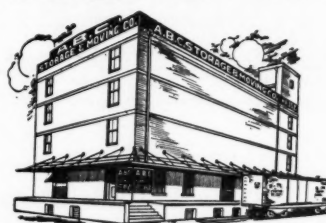
TRANSFER AND FIRE-PROOF  
WAREHOUSES

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

## A·B·C. STORAGE AND MOVING CO., Inc.



Right in the  
Center  
of Houston

Ideal for the  
DISTRIBUTION  
of  
MERCHANDISE  
and  
HOUSEHOLD  
GOODS

"It's Fireproof"

Houston, Texas

Edw. T. Keough, Gen. Mgr.

EL PASO, TEXAS

## R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

## INTERNATIONAL WAREHOUSE CO.

INC., \$200,000

FIREPROOF—BONDED

Members: N. F. W. A.—Tex. W. & T. Ass'n.

Storage, Drayage, Packing, Distribution

Merchandise and Household Goods

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN  
FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Mer-  
chandise with accuracy and promptness.

## NATIONAL Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

FORT WORTH, TEXAS

## In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.

Fort Worth

Associated with Distribution Service, Inc.



HOUSTON, TEXAS

## U N I O N TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE  
FIREPROOF WAREHOUSE

# SERVICE THAT COUNTS



HOUSTON, TEXAS

**Universal Terminal Warehouse Company**  
Fireproof storage—Sprinklered Warehouses  
Houston, Texas                      Galveston, Texas  
New York Office: 40 Rector Street

HOUSTON, TEXAS

**Wald Transfer and Storage Co.**  
*Bonded Fireproof Warehouse*  
Merchandise and Household Goods Storage.  
Pool Cars Distributed.  
Rail Facilities 10 Cars.  
Dry Cold Storage Plant in Connection.  
H. B. & T Railroad and 812 Live Oak St.  
HOUSTON, TEXAS

HOUSTON, TEXAS

IN  
HOUSTON  
**WESTHEIMER'S**  
FOR HOUSEHOLD GOODS AND  
MERCANTILE STORAGE  
DISTRIBUTION

FIREPROOF WAREHOUSES  
RAIL FACILITIES—20 CARS  
ELECTRIC CRANE  
YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency  
All Local Banks  
And Best of All  
Forty Years in Houston

**WESTHEIMER WAREHOUSE COMPANY**  
HOUSTON, TEXAS

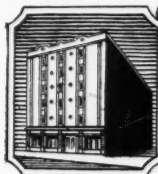
SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico  
**MERCHANTS TRANSFER COMPANY**  
BANKERS of MERCHANDISE  
Warehousing and Distribution  
Household Goods—General Storage—Pool Cars  
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

**MUEGGE-JENULL WAREHOUSE CO.**  
*Distributing      Storage      Forwarding*  
Give us a chance to demonstrate our service.  
Reference Any Bank in San Antonio.  
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS



**General Warehousing  
and Distribution**

CAPACITY  
1,250,000 CU. FT.

THE HOUSE OF SECURITY. Member four leading associations!

Write for  
freight tariff  
to all points in  
San Antonio  
territory

**SCOBEE**  
FIREPROOF  
**STORAGE**

San Antonio, Texas

TEXARKANA, TEXAS

**HUNTER TRANSFER CO.**  
TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF

POOL CARS      STORAGE  
TRUCKING      MOVING

TYLER, TEXAS

**Tyler Warehouse and Storage Company**  
Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

**ELKIN TRANSFER & STORAGE CO.**  
Wichita Falls, Texas

Located in the heart of the oil industry. Logical distributing  
center for North Texas. Trackage warehouse for merchandise  
and household goods; free switching service.

We specialize in pool car distribution

MEMBERS | Texas W. & T. Ass'n  
| Kiwanis International

SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**  
Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space

Insurance Rate Only 18 Cents

**Jennings-Cornwall Warehouse Co.**

PETERSBURG, VA.

**Southern Bonded Warehouse Corp.**

Merchandise and Household Goods  
DISTRIBUTION—STORAGE—TRANSFER

A. C. L. PRIVATE SIDING

Members: A. W. A.—N. F. W. A.—A. C. W.

## NORFOLK, VA.



## Free MERCHANDISE STORAGE Bonded DISTRIBUTION and FORWARDING

Direct rail connections with all roads entering Norfolk  
 Trap car service                      Storage in transit                      Pool car distribution

150 package cars leave Norfolk daily for surrounding territory

Dry sprinkler system throughout

2,000 feet of wharfage

Low insurance rates

Deep water slips

Within one mile of jobbing and wholesale districts  
 Collections promptly made and remitted

*A spot stock in Norfolk receives more economical and efficient distribution to  
 Virginia and North Carolina than from any other center.*

### Norfolk Warehouse Corp'n, Norfolk, Virginia.



REPRESENTED BY  
**DISTRIBUTION SERVICE, INC.**

100 BROAD ST., NEW YORK CITY  
 Phone B.G. 8100

427 W. ERIE ST., CHICAGO  
 Phone SUP. 7180

624 THIRD ST. SAN FRANCISCO  
 Phone Sutter 3461

*An Association of Good Warehouses Located at Strategic Distribution Centers*

## RICHMOND, VA

### Virginia Bonded Warehouse Corporation

1707 East Cary Street

Distribution and Forwarding of General Merchandise Only  
 Largest Warehouses in South                      Southern R. R. Siding  
 175,000 sq. ft.                      Insurance Rate 25c. per \$100 per year  
*Members American Warehousemen's Association*

## SEATTLE, WASH.

## BEKINS

MOVING and STORAGE

Vancouver, B. C.    Seattle, Wn.    Portland, Ore.

## SEATTLE, WASH.

### UNITED WAREHOUSE CO. SEATTLE, WASH.

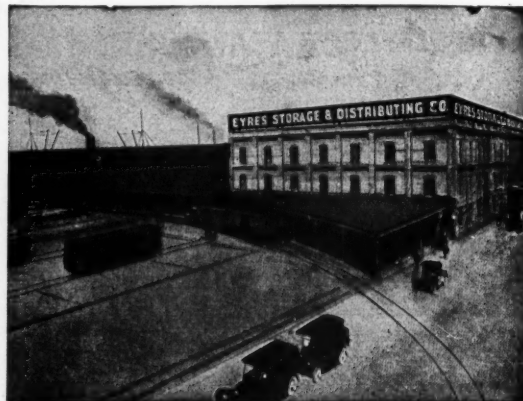


Established 1895  
 Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING  
 U. S. CUSTOMS BONDED STORAGE  
 RAIL CONNECTION WITH ALL ROADS

## SEATTLE, WASH.

### EYRES STORAGE and DISTRIBUTING CO.



Established 1889  
 Incorporated 1904  
 Free & Bonded

**Warehouses**  
 Seattle, Wash.



GENERAL MERCHANDISE STORAGE  
 MACHINERY STORAGE  
 HOUSEHOLD GOODS STORAGE  
 POOL CAR DISTRIBUTIONS  
 OPERATING 26 TEAMS, 42 AUTOS  
 SERVICE OUR MOTTO

SEATTLE, WASH.



Established  
1905



**TAYLOR-EDWARDS**  
Warehouse and Transfer Co., Inc.  
1518 First Ave. So.  
Warehouseman Distributors and Forwarders  
of  
Merchandise, Machinery  
Furniture and Household Goods  
Consign Your Cars to Us and Receive a  
High Class Service at a Minimum Cost  
Lowest Insurance Rates in the City

SPOKANE, WASH.

Furniture  
Moved  
Packed  
Shipped  
Stored  
Pool Cars  
Distributed and  
Consolidated

**CATER  
TRANSFER  
&  
STORAGE  
CO.**

Exclusive  
Motor Service  
Merchandise  
Storage  
L. C. L. & C. L.  
Distribution  
Private Spur  
N. P. Railroad  
Ins. Rate 84c

TACOMA, WASH.



**WE OWN BOTH WAREHOUSES**  
Established 22 years in Tacoma—and know how to handle your  
requirements  
Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
CORNER PACIFIC AVE. AND 19th.

The Men Who Distribute  
**Pacific Coast Cones**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

TACOMA, WASH.

**Pacific**

Storage & Transfer Co.

Warehousemen  
Merchandise and Furniture  
Distributors and Forwarders



Our Motto Is  
**SERVICE**  
Speed—Accuracy—  
Satisfaction

Ship Your Pool Cars in Our Care



YAKIMA, WASH.

**Miller-Callison Storage & Transfer Co.**

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS  
**TRANSFER-STORAGE-WAREHOUSING**

Motor Trucks and Team Equipment for All and Every Kind of Hauling.  
SHIP IN OUR CARE and let us be "At your service with best of service."  
228 So. 1st St. Phone 571  
AUTOMOBILE AND TRUCK STORAGE

HUNTINGTON, W. VA.

Shipping Center for  
Southern West Virginia, Southern  
Ohio and Eastern Kentucky

With five railroads entering Huntington or nearby and  
the Ohio River accessible, shipping to a large and  
thickly populated territory is a matter of a few hours.  
Private siding, no switching charges, every modern  
convenience supported by exceptionally high class  
service at a cost surprisingly low. Huntington is the  
gateway to a large and fertile field.

**MAIER SALES AND STORAGE CO.**

1639-41-43-45 Seventh Ave.  
Huntington West Virginia

LA CROSSE, WIS.

**La Crosse Terminal Warehouse  
Company**

Storage and Forwarding  
Household Goods and Merchandise  
Trackage Connection with All Railroads

A Warehouse modern equipped in every respect rendering  
service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.

M. A. Smith, Mgr.

MILWAUKEE, WIS.

**LINCOLN  
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mdse. and Household  
Goods. We remit upon receipt of bill of lading.



## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY**

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN STORAGE  
AND DISTRIBUTION OF MERCHANDISE15 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCKMember—American Chain of Warehouses,  
American Warehousemen's Association,  
Central Warehousemen's Club.

## SUPERIOR, WIS.

**HART** **TRANSFER & STORAGE COMPANY**

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling, private locked rooms, heated piano and painting rooms. Advanced charges remitted instantly. Reciprocity at every opportunity.

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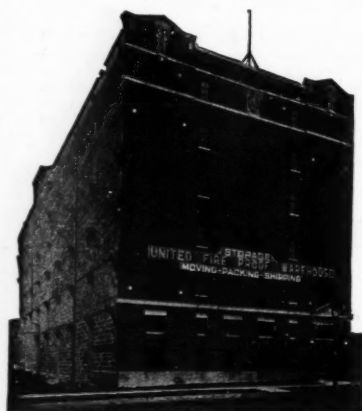
**STORAGE & TRANSFER CO., Ltd.**

HAMILTON, CANADA

## MILWAUKEE, WIS.

**For the Greatest Satisfaction**To both yourselves and your customers  
consign your Milwaukee shipments to**United Fire Proof  
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service  
built this  
new fire proof  
warehouse.

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**("I Safeguard")**J. B. Baillargeon Express, Ltd.,  
of Montreal, CanadaOne of the largest and most progressive Transfer  
Companies in the Dominion.During the past twenty-five years a good part of  
our business has come from big American shippers.  
They have found this organization extremely capa-  
ble and efficient.There are many American concerns, however,  
who have not discovered our great capacity for  
service nor the broad scope of our activities.To those who do not know us we would like to  
send our illustrated catalog "25 Years of Constant  
Progress." This catalog will prove exceptionally  
valuable to you in the matter of routing your  
Montreal and Canadian consignments.It contains a wealth of profitable information. Send  
for this catalog today. It will be mailed immedi-  
ately.J. B. Baillargeon Express, Ltd.  
Ontario Street East, Montreal, Canada

Correspondents all over the World

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**Oshkosh Storage Company**

General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Private Siding—Free Switching

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and the best distributing point in Wisconsin.We solicit your valued shipments which will receive  
our prompt and careful attention.Members: American Warehousemen's Association  
Nat'l Furniture Warehousemen's Ass'n

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**General Forwarders**Our modern facilities for the storing and  
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a type of service that insures Safety and  
Economy. Our 60,000 feet of floor space is  
sprinklered throughout. Rush deliveries a  
specialty. We solicit POOL CAR shipments.

Ship to "GIFFORD"

**The GIFFORD WAREHOUSE CO.**

MONTREAL

Members A. W. A., C. W. A.

**TORONTO, ONT., CAN.**

**Store with "City Storage"**

Our 25 years experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments, Storage and Distribution of General Merchandise.

**CITY STORAGE, Ltd.**  
253 College St.

N. F. W. A.

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When Shipping Goods to  
**HONOLULU**

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

**CITY TRANSFER COMPANY**  
Cable Address:  
LOVERINO, HONOLULU

**TORONTO, CANADA**

SPRINKLER  
PROTECTED

INSURANCE  
RATE 45c.



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AND WAREHOUSEMEN

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

82 Front St., W. TORONTO L. J. Myers, Mgr.

**Pick Your  
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

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**2 Fireproof Warehouses**

Private siding. Fleet of Motor Trucks, household goods pool car distribution. Moving—Storing—Packing—Shipping.

Est. 1908

**C. A. WARD, Ltd.**  
26 Oxford St.

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**B E K I N S**  
MOVING and STORAGE

Seattle, Wn. Portland, Ore. Vancouver, B. C.

**WINNIPEG, CAN.**

INSURANCE 30 CENTS



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X

PUBLISHED ANNUALLY  
THE

X

**London Directory**

with Provincial and Foreign Sections and  
Trade Headings in Five Languages

enables traders to communicate direct with  
**MANUFACTURERS & DEALERS**

in London and in the Provincial Towns and Industrial Centres of the United Kingdom and Ireland, the Continent of Europe, Africa, America, Asia, Australia, etc. The names, addresses and other details are classified under more than 3000 trade headings, including

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with detailed particulars of the Goods shipped and the Colonial and Foreign Markets supplied;

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arranged under the Ports to which they sail, and indicating the approximate Sailings.

One-inch BUSINESS CARDS of Firms desiring to extend their connections, or Trade Cards of

**DEALERS SEEKING AGENCIES**

can be printed at a cost of 8 dollars for each trade heading under which they are inserted. Larger advertisements at 80 dollars per page.

The directory is invaluable to everyone interested in overseas commerce, and a copy will be sent by parcel post for 10 dollars nett cash with order.

**THE LONDON DIRECTORY CO., LTD.**  
25, Abchurch Lane, London, E. C. 4.  
England.

X

BUSINESS ESTABLISHED IN 1814.

X

**"Iron Horse" Brand  
Furniture Van Pads**

*Foremost in Quality, Workmanship  
and Strength*



The most economical from  
every standpoint

A. L. Reach Textile Co., Inc.  
P. O. Box 36, Ridgewood Station  
BROOKLYN, NEW YORK

TRADE MARK REG. U. S. PAT. OFFICE

**Excelsior Wrapper Co.**

MANUFACTURERS OF

**EXCELSIOR PACKING PADS  
BALED EXCELSIOR  
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

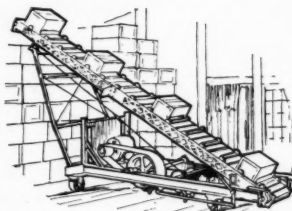
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Metropolitan District Served by  
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**BIG 4 TRANSFER  
CO., Inc.**

**Long Distance Moving  
Exclusively**

*Representatives Everywhere*

**Save Money on Your Piling  
MATHEWS  
Pile-Evator**



will help you stack your  
bags, bales or boxes at a  
cost so small that you can't  
afford to overlook it. It is  
handy and convenient, easy  
to push around wherever the  
work requires. It has a  
self-contained power unit,  
and is furnished with differ-  
ent types of carrier according  
to the type of work.

*Please write us for full information*

MATHEWS CONVEYER COMPANY  
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Canadian Factory, Port Hope, Ont.

**FURNITURE  
PADS**

Strongly sewed, thickly and evenly padded,  
covered with durable O. D. canvas. Immediate  
shipment from stock.

**FULTON BAG & COTTON MILLS, Inc.**  
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Atlanta Dallas St. Louis New Orleans Minneapolis

**VULCAN  
"ALL-STEEL"  
FIRE DOORS**



Universally Used  
in All Modern  
Fireproof  
Warehouses

Approved by  
Underwriters  
Details and Prices  
on Request.

VULCAN RAIL & CONSTRUCTION CO.  
Grand St. and Garrison Ave., Maspeth, N. Y.

**KEEP IT UP!**

One step won't take you very far, you've got to  
keep on walking;  
One word won't tell them what you are, you've  
got to keep on talking;  
One inch won't make you tall, you've got to  
keep on growing;  
One little "ad" won't do it all, you've got to  
keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

**Baled Excelsior  
Excelsior Packing Pads  
Wood Wool**

**DU PRE** Manufacturing Co.  
Atlanta, Ga.



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National Furniture Warehousemen's Association. Illinois Furniture Warehousemen's Association.  
Pacific Coast Furniture Warehousemen's Association. Michigan Furniture Warehousemen's Association.

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Policies Issued Only to Members of the N. F. W. A.  
Over 200 Policies Now in Force

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R. M. Ferguson, 123 William St., New York City  
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The Electric Transporter and Stacker. Handles any load up to 6000 pounds three times as fast as by hand. Places load 6 feet above floor.

Request Bulletin 457  
The Elwell-Parker Electric Co., Cleveland, O.



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THE WARREN MANUFACTURING CO. - SPRINGFIELD, MASS

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Move Larger Loads and Quicker

One house uses 500. Send for Bulletin T and learn how they save.



Roller Bearing Wheels

Ball Bearing Casters

THE H. ZERING MFG. CO.  
B. & O. & South, Cincinnati, Ohio

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Protect Your Most Valuable Assets  
Prompt Personal Attention  
14 Years Experience

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Lansing-Co.  
Lansing Mich.

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Doors that cannot stand open and other kinds that can

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Stencil Cutting Machines,  
Stencil Board, Stencil Inks,  
Fountain Brushes, Marking Pots.  
IDEAL STENCIL MACHINE COMPANY  
BELLEVILLE ILLINOIS

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will give you a printed record of the time of the arrival and departure of every truck and driver. Your men and trucks would get around on time. It will pay for itself in from one to three months.

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DO YOU WANT TO BUY A BUSINESS?

Every issue of this paper contains Business Opportunity ads that are real honest-to-goodness opportunities.

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Quality and Service  
at Reasonable Prices

Send for Samples and Prices

ARTHUR F. SMITH CO., INC.  
Department B

139 Spring St., New York, N. Y.

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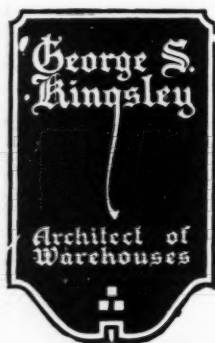
IF YOU are up and coming, you are the concern I want to work for. I am at present employed but looking for a position where there is room for advancement and ultimate investment in the business. Am 34 years old, married. Have had 15 years' experience in the Household Goods storage business—hauling, packing and shipping. Would like an under executive position. Can furnish best of references. Address Box 3415, care Distribution and Warehousing.

## Montgomery Elevator Co.

Passenger and Freight Elevators

*Specialists in  
heavy duty freight  
elevators for  
Warehouse Service.*

MOLINE, ILLINOIS



### Your New Warehouse

Twenty-nine years of specialization in designing, construction and personal supervision of warehouse building.

Some clients have eight units all Kingsley built.

**GEO. S. KINGSLEY**

1452 Broadway 109 No. Dearborn St.  
New York City Chicago, Ill.

### BETTER THAN EVER Unapproachable in Usefulness



No. 1 Type Portable 1 1/3 H.P. connects with lamp socket. Always ready for service anywhere in plant or out on the job.  
No. 2 Type for the Packing Room—3 Phase 1/2 H.P.

Sent on basis of satisfaction or return at our expense.

*Write today for prices and trial offer.*

**THE NEAL HANDY SAW**

7208 Euclid Ave.

Cleveland, O.

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for hoisting and lowering Pianos. Indispensable to Piano Movers. Adjustable to all windows and conditions.

I sell this derrick including heavy duck piano cover, lifting harness, iron bars with set of blocks and 300 feet of 3/4 inch Plymouth rope—All for \$115. F.O.B. Boston.

**WM. H. BREEN**

219-231 Rutherford Ave.  
Charlestown, Mass.



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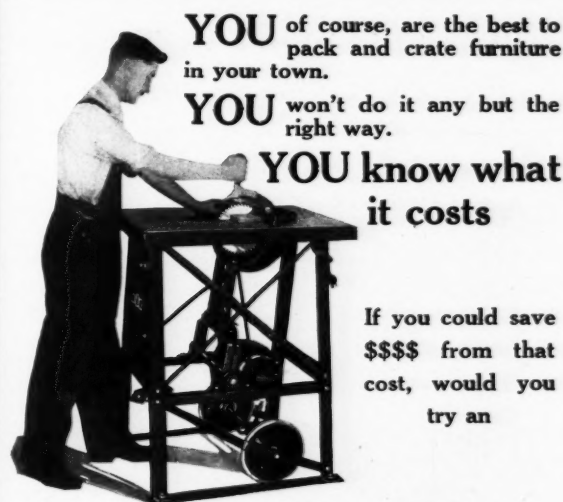
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YOU of course, are the best to pack and crate furniture in your town.

YOU won't do it any but the right way.

YOU know what it costs

If you could save \$\$\$\$ from that cost, would you try an

## ONAN "SAFY SAW"

Cuts crating faster; saves lumber; adds to your profits. LIGHT, SAFE, PORTABLE, INEXPENSIVE, COMPLETE SAW FOR YOUR WAREHOUSE.

Try it! It will cost you nothing. Write today for trial offer.

Manufactured by

**D. W. ONAN & SONS**

60 Royalston Avenue MINNEAPOLIS, MINN.

## COMPLETE SERVICE

IN

## WAREHOUSE CONSTRUCTION

Comprising investigation work, preliminary advice, architectural and engineering services, and advice on financing problems.

**VAN RENSSELAER H. GREENE**

*Warehouse Architect*

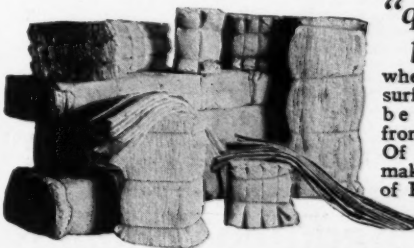
35 WARREN STREET

NEW YORK CITY

## Try Wood Wool Pads on

"quality" packing-

when polished surfaces must be immune from scratches. Of course, we make all sizes of Excelsior Pads, too.



Packing  
Pad  
Head-  
quarters

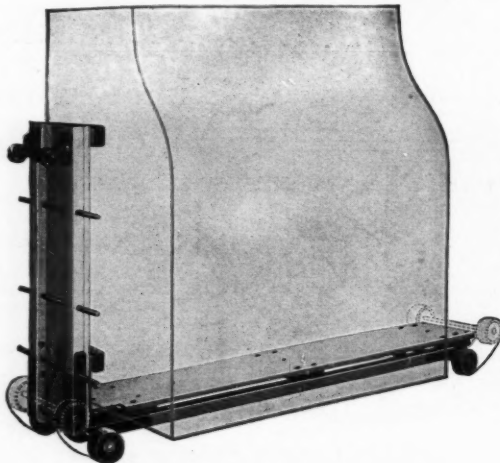
**H. W. Selle & Co.**

Twelve  
Branches

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(For Index to General Advertisers, see page 116)

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Be assured of the most efficient operation at the lowest cost with "Connersville."

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Storage Warehouses Safe,  
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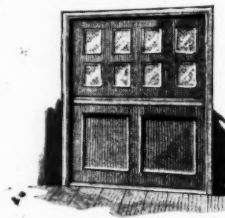
The White Tar Company  
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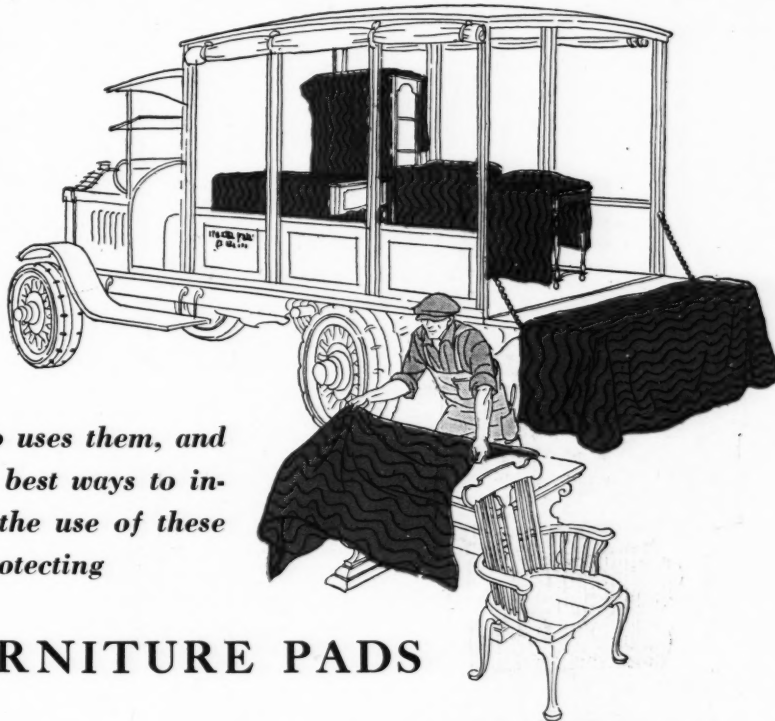
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## THEY PAY!

They pay by the money they actually save and make—they pay by thoroughly protecting furniture from damage, by advertising your business and by saving time, labor and good customers.

*Ask any furniture man who uses them, and he will tell you one of the best ways to increase your business is by the use of these soft, durable, all-protecting*



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Pioneer Furniture Pads are pioneers in the true sense. From the beginning nothing but the best, most durable materials have been used to give them their remarkably long life and perfect protective qualities.

And now, for even greater strength and service, they are made with our *exclusive wave-stitch design*. Be sure to order the quantity you can use now—today!

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Pioneer Pads, covered with extra strong and heavy khaki drill (3¾ yards to a pound) are made in the following sizes, your name neatly stenciled on each pad when requested on orders of twelve or more:

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The 68"x80" size is the most practical for miscellaneous use, but you should have a few small sizes.

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